

# Herald Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

The World's Daily Newspaper

Paris, Saturday-Sunday, May 13-14, 1995

No. 34,899



UKRAINE APPRECIATION — Ukrainians waving a U.S. flag in Kiev as President Clinton lauded them for sticking to a "hard road" of reform. Page 2.

## Murdoch Denies TV Deal With Berlusconi

By Alan Friedman  
International Herald Tribune

PARIS — Silvio Berlusconi is under mounting pressure to choose between a life in politics and his television empire. So it was not surprising Friday that the former Italian prime minister's company, Fininvest, sounded pleased with itself when it said it had received a \$2.8 billion bid for its television networks from Rupert Murdoch.

Federico Confalonieri, Mr. Berlusconi's top corporate executive, added in an interview that negotiations were also progressing with Time Warner Inc., the U.S. media and entertainment giant; Leo Kirch, the German media magnate; and Prince Walid bin Talal ibn Abdulaziz, the Saudi investor who owns chunks of both Clubbank and Euro Disney SCA.

There is only one problem. Mr. Murdoch's camp denies that any offer has been made. Similarly, an executive at Time Warner said Friday night: "We simply told Berlusconi's people that if they ever decided to sell his networks, we'd be interested in talking."

The chasm between the Berlusconi company's view of events and that of the potential foreign investors may reflect a cultural gap between the way business is done in Italy and elsewhere. But it also comes at an especially delicate time in Italian politics.

Mr. Berlusconi's political opponents are insisting again that it is an unacceptable conflict of interest for a political leader to control half of the country's television networks. And in just one month Mr. Berlusconi will face a nationwide referendum that could force him to dispose of two of his three channels: Canale 5, Italia Uno and Rete Quattro.

A quick sale of part of his television empire might defuse the political firestorm he is facing in Italy, and at a time when Mr. Berlusconi's rightist alliance has taken a beating in recent local and regional elections. But few in Italy expect a deal to be done ahead of the referendum on June 11.

Mr. Confalonieri, commenting for the first time on rumors this week of a bid by Mr. Murdoch's News Corp., insisted that "it's all true, and it's an interesting offer."

He stressed, however, that another possibility would be for Time Warner, Mr. Kirch and Prince Walid to team up and buy a third of shares in the Berlusconi television business, with another third being floated on the Milan Borsas and the rest being retained by Mr. Berlusconi.

Mr. Confalonieri also disclosed that Morgan Stanley, the U.S. investment bank that is advising Fininvest, has valued the three networks plus Publitalia, its advertising arm, at 7.5 trillion lire (\$4.6 billion), which is a good deal.

## New Fighting Forces UN to Rethink Its Balkans Role

Withdrawal Is Possible

By William Drozdzik  
Washington Post Service

PARIS — The United Nations secretary-general, Boutros Boutros Ghali, called Friday for a complete review of peacekeeping efforts in the former Yugoslavia after an escalation of fighting in Bosnia and the risk of a wider war in Croatia have left the UN mission teetering on the brink of collapse.

After talking here with his top aides and commanders based in the Balkans, Mr. Boutros Ghali issued a statement saying he had ordered them to "study alternatives to respond to the new situation," including the possibility of withdrawing the 22,000 UN troops from Bosnia now that a four-month cease-fire has ended.

"It is very, very, very serious," said Joe Sills, a spokesman at the United Nations in New York. "I think there's an increasing feeling that, in Bosnia, what we are being asked to do is becoming untenable."

Mr. Sills said it would be up to the 15-nation Security Council to make any decisions following the review. He would not speculate on the imminence of a UN troop withdrawal but added: "The gap is widening between the mandate and the resources that we have and what is expected of us."

France and Britain, which have sent the largest number of troops to Bosnia, have demanded a thorough overhaul of the UN mandate as the price of keeping their troops there. Senior French officials said that, at a minimum, their soldiers must have broader powers to protect themselves.

On Thursday, Mr. Boutros Ghali delivered a strong plea to keep French forces in Bosnia when he met with Alain Juppé, who is expected to be named prime minister when Jacques Chirac takes over as president next week. But after the death of 33 French soldiers and with the peacekeeping effort looking more imperiled than ever, Mr. Juppé declared that the status quo was simply unacceptable.

"We are in an intolerable situation," he said. "We need to have a different mandate so that our soldiers can protect themselves. If not, then we will have to explore other alternatives, including a pullout."

Mr. Juppé will meet here on Monday with Foreign Secretary Douglas Hurd of Britain to coordinate their next move. Britain has also warned that it may be necessary to withdraw its troops from the UN Protection Force in the former Yugoslavia unless security is improved.

## UN's Mission in Ex-Yugoslavia: A Reflection of a Hesitant West

By John Pomfret  
Washington Post Service

ZAGREB, Croatia — Three years into the United Nations' longest and most expensive attempt at peacekeeping since the end of the Cold War, the authority of UN troops in Bosnia and Croatia has ebbed and their mission has become mired in uncertainty.

A string of embarrassing reversals for UN troops and their commanders has generated widespread confusion throughout the 34,000-strong, \$1 billion a year operation in the two former Yugoslav republics, where civil wars among the Serbian, Muslim and Croatian communities have raged for three years — with UN troops uncomfortably in the middle.

"We need a serious debate on what people expect of us," said a UN spokesman, Colum Murphy. "What does the international community want this mission to do?"

Some UN officials said the United Nations' aim in the former Yugoslavia is to do what the Security Council tells it to do — back the territorial integrity of Bosnia even though rebel Bosnian Serbs occupy 70 percent of it, for example, or cut off support

for secessionist Serbs in Croatia by closing Croatia's border with Serbia and Serbian-held parts of Bosnia.

If that is the case, the mission appears to have failed. Neither the operation in Croatia nor the one in Bosnia has enough men, weapons or political support to achieve those goals.

Bosnia is no closer to being united and reintegrated than it was when the United Nations first flew into the airport in Sarajevo, the capital of Bosnia, in May 1992. Similarly, Croatia's borders continue to rumble with the sound of Serbian trucks to

See UN, Page 4

## The Pressure Shifts Now to Japanese Automakers

By Paul Blustein  
Washington Post Service

TOKYO — Talk of a new trade war is echoing between here and Washington, following this week's announcement by the Clinton administration that it intends to impose sanctions against Japanese auto imports.

But if history is any guide, this latest U.S.-Japanese trade imbroglio is likely to be settled at the last minute, with Tokyo offering concessions shortly before U.S. sanctions are to take effect. The difference in this case is that the major compromises are likely to be offered by the Japanese automakers themselves rather than the government.

Some analysts here predict that Japan's biggest auto companies will offer concessions rather than suffer the severe consequences of U.S. tariffs that could price their luxury cars out of the market. By "voluntarily" complying with the U.S. demand for new commitments to purchase foreign auto parts, the Japanese automakers can save face for both governments.

"The companies have no choice," said a Japanese business executive with close ties to the auto industry. He called it "an easy calculation for them" to figure that they stand to endure far less grief by shifting more of their parts purchases to foreign suppliers, thus avoiding U.S. sanctions.

The U.S. sanctions probably would not take effect until mid-June. In the meantime, Japan's hard-line Ministry of

International Trade and Industry, or MITI, can show its willingness to confront Washington by filing a complaint against the sanctions with the World Trade Organization. Then, even if the companies cave in by announcing voluntary parts-purchasing plans, MITI's tough-guy image would remain intact and it could claim to have no connection with the plans' "numerical targets."

Osamu Watanabe, a senior official of the Ministry of International Trade and Industry, noted that when the U.S. ambassador, Walter F. Mondale, asked Japanese automakers earlier this year to buy more U.S.-made auto parts, they said they could not. "That answer should be regarded seriously," he said. "The answer also happens to

See TRADE, Page 4

## Experts in Zaire Optimistic on Curbing Virus

Compiled by Our Staff From Dispatches

KIKWIT, Zaire — International experts arrived at the center of the Ebola virus outbreak in Zaire on Friday as one of the most lethal diseases known spread to a third town.

Zaire's senior virologist, who has been leading the fight against the virus in the town of Kikwit since the start of May, said the epidemic was moving into a second phase in which the death toll was expected to rise.

But the World Health Organization and the aid group Doctors Without Borders, who have experts in Zaire, were confident they would be able to end the outbreak "very rapidly" once proper hygienic measures were taken to protect hospital staff members treating victims.

Professor Jacques Muyembe, head of virology at Kinshasa University, said in Kikwit that the outbreak was potentially more serious than a 1976 epidemic that killed several hundred people in the village of Yambuku.

"It's much more frightening, more serious in the sense that Kikwit is a town of more than 400,000 people while Yambuku was a village," he said.

Kikwit itself, a city on the fringe of tropical rain forest 500 kilometers (310 miles) east of the capital, Kinshasa, appeared largely normal, with markets and streets full of people.

But many residents said there was underlying apprehension. As the latest international team arrived from Kinshasa, scores of people milled around outside the ramshackle general hospital waiting for news of relatives.

The virus, named after a river in northern Zaire, normally hits monkeys and other animals but sometimes jumps to humans. It induces a form of hemorrhagic fever, causing death by uncontrollable bleeding from eyes, ears and even the skin.

The virus, which kills as many as 9 out of 10 people who contract it, spreads through contact with blood or bodily fluids. There is no known cure and no vaccine.

The WHO, whose experts are monitoring the progress of the virus and reporting to Geneva by telephone, said that it had spread to hospitals in three towns and that the death toll had risen to 48.

"The total number of cases is 65," said Dr. Lindsey Martinez, a WHO viral specialist.

See VIRUS, Page 4

## AGENDA

### Pentagon Steps Up Harassment Fight

WASHINGTON (Reuters) — The Pentagon announced a new crackdown on discrimination and sexual harassment Friday against women and minorities in the U.S. military, warning that violations could quickly end senior careers. The rules demand rapid and fair handling of discrimination complaints, stressing that senior generals and admirals are accountable and punishable, in order to end a long record of mistreatment of women in the male-dominated military.

The army, navy, air force and Marines were cautioned to train officers thoroughly on their roles and responsibilities for equal opportunity programs and to ensure that chains of command be involved in processing complaints.

The new regulations, an official said, did not address the problem of possible harassment of homosexuals.

Page 3.

Page 3.

Page 3.

Page 3.

Page 3.

Page 3.

Page 3.

Page 3.

Page 3.



EMBRACING THE CANDIDATE — A girl in Buenos Aires hugging a Menem poster Friday. Argentines prepared to vote on Sunday. Page 4.

Dow Jones		Trib Index	
Up	19.37	Down	0.04%
4430.56		121.72	
The Dollar		Previous Close	
DM	1.448	1.433	
Pound	1.5695	1.563	
Yen	86.75	86.75	
FF	5.071	5.031	

### Dollar Advances Again

The dollar shot to a 10-week high Friday against the Deutsche mark as it rallied for a second straight day, closing out a week in which it posted its sharpest gains in four years. After Thursday's jump of five pfennig to 1.4333 Deutsche marks, the dollar closed at 1.4480 DM in New York, a 1.0 percent gain, and at 86.75 yen, a gain of 1.1 percent.

## Tragic Orphans of the Highway Pay Price of Czech-Slovak Split

By Jane Perlez  
New York Times Service

TEPLICE, Czech Republic — The E 55 highway from this spa town to Germany, once a little-traveled road to a heavily guarded Cold War frontier, has become a route of garish prostitutes, greedy pimps, free-spending German cheats in smart cars and a tragic consequence: babies dumped as orphans.

In the Teplice Children's Home not far from the German border, brightly dressed and cheerful children romped with blocks and hoops and stuffed animals during a playtime organized by Czech nurses. The fancy toys and modish clothes were given by German charities moved by the plight of children believed to be fathered by Germans taking advantage of the post-Communist open borders and then abandoned by local prostitutes.

Many of the E 55 babies, as they are known, are left by their mothers in the hospital immediately after birth and then moved to institutions where they languish in a legal limbo caused by the division of Czechoslovakia into two countries in 1993.

Most of the orphans carry Slovak citizenship from their mothers. Despite long lists of Czech and Slovak families seeking children, few have been adopted because of the refusal of officials in both the Czech Republic and Slovakia, social workers say.

Now, with human rights and children's advocacy groups campaigning to allow the children to be released for adoption, the orphans have become a painful hangover from the surprisingly unruffled divorce of Czechoslovakia.

"You know how nationalistic the Slovaks are," a spokesman for the Czech Ministry of Social Affairs said. "The Slovaks don't want the children themselves but they don't want them in Czech families either. They don't want their children Czechified."

In all, about 1,200 children with Slovak citizenship live in Czech institutions. At the time of the split, Czech officials announced that Slovak children could not be adopted by Czech families. Social workers say the Slovak authorities have shown little interest in taking the Slovak children or of arranging adoptive homes in Slovakia.

"We have two big girls, over 3 years old, who would have been adopted by now, but they were blocked by the rule that Czech families were not allowed to take Slovak children, and the girls are Slovak," said Yarmila Gatscherova, a nurse. "The longer they stay here and the older they get, the more difficult it gets to find adoptive homes."

Czech law forbids foreigners, including Germans who have shown interest in the children, from adopting, she said.

A recent effort by the Czech government to send some of the Slovak children to Slovak institutions met sharp criticism from children's advocacy groups.

See BABIES, Page 4

Newstand Prices	
Andorra	9.00 FF
Antilles	11.20 FF
Cameroon	1.400 CFA
Egypt	E.P. 5000
Gabon	960 CFA
France	9.00 FF
Senegal	960 CFA
Spain	225 PTAS
Switzerland	2.600 Lfr
Tunisia	1.250 Din
Turkey	T.L. 45,000
Ivory Coast	1.120 CFA
U.A.E.	8.80 Dirh
U.S. Mail	53 10



# Russians Make Chechen Civilians Pay for the Rebels in Their Midst

By Lee Hockstader  
Washington Post Service

**BENOI, Russia** — The four warplanes screamed through the mountain ravine just after lunchtime a week ago, flying so low that people in this sleepy hamlet in Chechnya could read the Russian markings on their wings.

On their first pass they dropped a pair of bombs next to a summer rest home filled with refugees from the fighting in the Chechen lowlands, seriously wounding a 13-year-old boy. On their second pass they rocketed a farmyard, tearing a 42-year-old woman to pieces as she ran for cover.

Under springtime's clear skies, these remote villages in the Caucasus have become scenes of carnage. Russian forces, having chased separatist rebels from most of the flatland towns of Chechnya in a scorched-earth campaign for the past few months, are now trying to polish them off in the mountains.

So far, however, Moscow's troops have proved no more effective — and no less indiscriminate — in this new phase of the fighting than they did in the war's opening campaign, in which civilian casualties heavily outnumbered military ones. Chechen rebels are certainly present here in the mountains, but the Russians appear less adept at killing them than in killing civilians.

Hassan Magamadov, 32, a farmer in Benoi, said the village was attacked even though it had banned Chechen militiamen from setting up a base here — in fear of

provoking just such attacks. "Why would the Russians fire on civilians? That's the question. This was an innocent woman who died."

Russian heavy guns shelled a rebel-held village in eastern Chechnya on Friday, and Kremlin troops faced Chechen separatists across a field along the newest front line in the five-month conflict, Reuters reported.

[The Russian army resumed full-scale attacks on the village of Serzhen-Yurt and rebel-held mountains behind it early Friday after Moscow's two-week truce expired at midnight. Russian troops began bombarding Serzhen-Yurt three hours before the cease-fire expired, pouring tank, mortar and other heavy gun fire into the area all night Thursday.]

Having captured Grozny, the capital, and pummeled or intimidated nearly all of the other towns in the plains into submission, Moscow now controls perhaps three-quarters of Chechnya. The remaining quarter lies in the mountains to the south, where the rebels have set up a network of camps and even a command post in the town of Vedoko, about 65 kilometers (about 40 miles) southeast of Grozny.

Yet Russian troops have not yet taken the fight into the mountains, perhaps in fear that to do so would result in a new surge of casualties and damaging television pictures.

Some Russian officers said they could simply blockade the rebels in the mountains, letting them struggle to find arms and supplies in inhospitable terrain. Russian forces have preferred to pound the

villages here with long-range rockets and air power — effective weapons of terror, but not much good at winning a guerrilla war.

That strategy has been costly and may be about to change. The Chechens have not been effectively muffled in the mountains but have continued to inflict casualties with hit-and-run attacks on Russian positions.

There even have been skirmishes in Grozny in recent days, to say nothing of nocturnal sniping, which has become routine.

Even the Russian air raids are not risk-free for Moscow. One of the four warplanes that attacked Benoi a week ago crashed on the road just outside the village, apparently after being hit by ground fire.

If the Russians come to the mountains, the rebels say they'll be ready.

"We're not going to stop the war, that's what Russia and the world have to understand," said Turpal Otgiriyev, 26, a former policeman who has been fighting the Kremlin's troops since they intervened in Chechnya five months ago.

"They'll have to destroy us all. And if they do, what will they have gained? They'll have completely wrecked the economy and infrastructure of the republic."

Shamil Basayev, 30, a rebel commander, said: "We'll kill Russian soldiers wherever the opportunity presents itself. That's our goal. Even if we kill them all, it won't make up for all the civilians they've killed. Even if we kill a million Russian soldiers, that's too few. They're like dogs."



Two women leaving Grozny, where skirmishes between Russian troops and separatist rebels have resumed.

## 'Your Efforts Will Be Repaid,' Clinton Tells Ukrainians

By Ann Devroy  
and James Rupert  
Washington Post Service

**KIEV** — President Bill Clinton saluted Ukrainians on Friday for "taking the hard road" of economic and political reform as he ended his trip to Russia and Ukraine. In a day of public diplomacy, he praised Ukraine as Eastern Europe's new "anchor of stability."

Thousands of people jammed against barricades to hear Mr. Clinton salute Ukraine for adopting painful economic reforms over the past year.

"I know times are difficult now and I commend you for taking the hard road, for putting the needs of your future and your nation above immediate personal concerns," he said.

The president also visited the memorial to one of the most brutal Nazi atrocities of World War II — the slaughter of more than 100,000 Jews.

Gypsies and Ukrainian nationalists at Babi Yar, a wooded ravine in the city.

"In the quiet of this place, the victims of Babi Yar cry out to us still," Mr. Clinton said at a memorial built in the form of a large menorah. "Never forget, they tell us, that humanity is capable of the worst, just as it is capable of the best."

Earlier, in a plaza in front of Shevchenko University, Mr. Clinton delivered what the White House billed as an address to the people of Ukraine. He urged the thousands of Ukrainians present, mostly young people, to stick with the economic and political reforms that have been accelerated by the 10-month-old administration of President Leonid Kuchma.

"Your efforts will be repaid," Mr. Clinton said, "for your independent country has a better chance to create freedom and prosperity than it has in centuries and to do it in a way that is uniquely your own, as one of Europe's

oldest peoples forging one of its newest democracies."

He added, "You should know this: As you build your future, the United States will stand with you."

Like much of his visit here, Mr. Clinton's speech was aimed to suggest to ordinary Ukrainians that the United States fully embraced their independence — a message that many Ukrainians, after centuries of rule by Russia, enthusiastically applauded. The crowd at the university roared when Mr. Clinton concluded his speech with the Ukrainian phrase "Slava Ukraini," or "Glory to Ukraine."

Mr. Clinton's appeal for support for Mr. Kuchma reflected, in part, concern on the part of diplomats and analysts here over how well Ukrainians will tolerate their prolonged impoverishment — and the risks that could raise in the long run for Mr. Kuchma, his reforms and Ukraine's

shift away from Russia and toward the West.

The limited opinion polls here show strong support for Mr. Kuchma and his economic program. But the country remains divided between its largely ethnic Russian eastern half and the mainly Ukrainian west about whether to align more with the United States and its allies, or with Russia.

Mr. Clinton and his aides left Ukraine with a sense of relief that a week devoted to summitry and ceremony, if not any triumph in public diplomacy, at least was not a disaster.

Some presidential aides have doubted the wisdom of leaving Washington in the midst of the intense domestic debate and maneuvering over federal spending to travel to what most predicted would be an unproductive summit meeting in Moscow that highlighted U.S.-Russian differences.

There had been predictions by aides that V-E Day appearances with Presi-

dent Boris N. Yeltsin of Russia would look too much like a benign acceptance of Mr. Yeltsin's crackdown on the breakaway republic of Chechnya, and that the summit meeting with Mr. Yeltsin that followed was likely to produce few advances. And that is mostly what occurred.

American presidents traveling abroad used to be accorded wide-spread television and newspaper coverage — and mostly political deference — simply by being overseas. That era passed with the choreographed performances of Ronald Reagan, leaving presidential foreign forays a far riskier proposition and presidential performances abroad less than a guarantee of producing commanding presidential images.

As if to drive home that point, the White House press secretary, Michael McCurry, said of Mr. Clinton's trip as it ended, "He had fairly limited objectives and he is satisfied those objectives have been met."

## In Mitterrand Fade-Out, a Startling Reconciliation

By Craig R. Whitney  
New York Times Service

**PARIS** — President François Mitterrand has started a new dispute in his final days in office with two speeches on the

reconciliation of France and Germany after World War II. Mr. Mitterrand, 78, and dying of cancer of the prostate, will turn over the presidency next Wednesday to Jacques Chirac, elected Sunday.

Mr. Mitterrand has been saying poignant farewells for much of the past six months, as if weighing both the wisdom and the mistakes of a lifetime that includes service in both the collaborationist Vichy government and the Resistance.

In an impromptu speech in Berlin on Monday on the 50th anniversary of the German surrender, Mr. Mitterrand startled some of his listeners by appearing to administer an act of absolution to the Germans.

"This is one of my last official acts," he said then. "I am

## French Probe Shooting of Nazi-Hunters

Compiled by Our Staff From Dispatches

**RENNES, France** — The mysterious deaths in France of two Germans who specialized in monitoring neo-Nazi activities may have been a double suicide, judicial officials said Friday.

"No hypothesis is being ruled out, including that of suicide," said the prosecutor, Bruno Gestermann.

While police initially said they had traced no murder weapon, judicial sources later said a shotgun and shells had been found near the bodies. However, it was not known whether the gun was the weapon used in the couple's deaths.

If they were murdered, the motive was unclear.

A top UN official in Geneva suggested the couple were victims of racist violence, while German police called them tax fugitives.

The two Germans, Hartmut and Ingrid Gail, both lawyers, were found shot in the head early Thursday in their car near the Brittany village of Flohic, where they had lived in a rented house since January.

Their pet dogs and cat had also been shot and left in the car.

Hours earlier, they had apparently dropped off two metallic boxes of documents about neo-Nazis at a local radio station in Quimper, with a note asking that they be kept safely for the UN Human Rights Center in Geneva.

The UN High Commissioner for Human Rights, José Ayala Lasso, condemned the killings and told reporters in Geneva that the two had provided documents on racism to the United Nations.

In Germany, a police spokesman in the northwestern state of Lower Saxony said the two had been on the run from prosecution for alleged tax evasion and fraud.

The Gails had lived in Emsbüthen, near the Dutch border, until last August, when they disappeared.

Mr. Ayala Lasso said a news conference in Geneva, "They had been doing work regarding racism and they were probably killed — it's what people say — by people who were not happy with the work they were doing," he said.

## BRIEFLY EUROPE

### EU Reports Recovery Has Stalled

**BRUSSELS** — The economic recovery in the European Union has stalled, albeit at a high level, and consumers are increasingly worried about the future, the European Commission said Friday.

"The April 1995 business and consumer survey results confirm the pause in the business cycle," the commission said in its monthly report.

It said that domestic and foreign orders in industry remained strong and that capacity utilization rose to 84.1 percent. Confidence in the construction industry also edged up, but for consumers the outlook appeared increasingly bleak.

"Consumers in April became more worried about the actual and future outlook and about unemployment, probably as a result of the exchange rate uncertainties," the commission said.

But it added that while they were fearful for the future, consumers saw that their financial circumstances had improved. (Reuters)

### Turk Seeks Vote on Customs Union

**ANKARA** — President Süleyman Demirel wants Turkey to hold referendums on its proposed customs union with the European Union and on whether to lift part of an "anti-terror" law that Europe wants scrapped, news media in Turkey reported Friday.

His demands could mean further headaches for Turkey's relations with Europe and for Prime Minister Tansu Ciller, who has often promised Ankara's Western allies that Turkey would expand democracy and respect for human rights.

Mr. Demirel's office confirmed that he had mentioned a national vote on the issues in a news briefing Thursday.

Europe objects to an article of the anti-terror law that prohibits "separatist propaganda." It has been used to jail scores of Turkish intellectuals and writers. (Reuters)

### Kohl Looks to Elections in 2 States

**BONN** — Elections in the German states of North Rhine-Westphalia and Bremen on Sunday will have important consequences for the stability of Chancellor Helmut Kohl's center-right coalition, commentators said Friday.

Mr. Kohl's often uneasy alliance with the liberal Free Democrats could come under strain if the Free Democrats fail to clear the 5 percent threshold needed to win seats in German legislatures.

Since Foreign Minister Klaus Kinkel became party leader two years ago, the Free Democrats have been voted out of nine state parliaments and the European Parliament.

The run of defeats was halted in February when the Free Democrats were returned in state elections in Hesse, but criticism of Mr. Kinkel's leadership is sure to resume if the liberals are ejected from two more assemblies. (Reuters)

### Austrians Quit the Catholic Church

**VIENNA** — The number of Austrians quitting the Roman Catholic Church has doubled, partly because of allegations that Cardinal Hans-Hermann Groer sexually abused a boy 20 years ago, according to a survey published Friday.

The survey, by the APA news agency, showed that the number of people who formally quit the church in April rose to 5,565, compared with 2,810 in April 1994. About 87 percent of Austria's eight million people are Roman Catholics.

Another reason given by those leaving the church was the church's ruling that people who had divorced would be denied the sacrament of communion, the news agency said. (Reuters)

## TRAVEL UPDATE

### Italian Strikes Disrupt City Transport

**ROME (AP)** — A 12-hour strike by bus, tram and subway drivers Friday caused chaos in Rome and other central and southern Italian cities.

Other strikes were being planned by workers on a variety of issues, including stalled contract negotiations and possible cutbacks. Train drivers are due to strike from Saturday night through Monday afternoon, and pilots for Alitalia, the state airline, plan a 24-hour strike Wednesday.

Ferry workers take their turn Thursday. Train conductors and public transport drivers have scheduled more strikes for May 20 and 21.

Virgin Atlantic will begin air services between Britain and Australia next month, operating initially through a code-sharing arrangement with Malaysian Airlines, Transport Minister Laurie Brevett of Australia announced Friday. (AP)

Air Moldova, Moldova's state airline, has begun regular services to Bulgaria. (Reuters)

The Spanish Parliament has approved a law creating the Pico de Europa national park, the highest in the country, after a decade of differences among political and governmental groups threatened to derail the plan. The law expands the present Covadonga national park to cover 65,000 hectares (160,500 acres) in the Cantabrian mountain range in the north. (Reuters)

### Correction

Because of an editing error, an article in the May 13 edition confused a roll-forming plant to be opened this year in China by Broken Hill Pty. with steelmaking technology being tested by the company in Australia. The new processing plant in China will produce shaped steel for the construction industry. (Reuters)

## RELIGIOUS SERVICES

### AMSTERDAM

CROSSROADS INTERNATIONAL CHURCH (Evangelical and Pentecostal) Sunday Service 10:30 a.m. to 11:30 a.m. Kds Welcome. De Custerstraat 3, S. Amsterdam. Tel: 020-610-1316 or 020-610-4193.

### FRANCE/TOULOUSE

HOPE INTERNATIONAL CHURCH (Evangelical) Sun. 8:30 a.m. Hotel Hotel, Toulouse. Tel: 05-61-24-317.

### KIEV

ANTIOCHIAN CHRISTIAN ASSEMBLY (Antiochian) Sunday 10:30 a.m. 16 Khmelnytskyi Street, Pastor: Gordon Brown (7044) 244-3376.

### MUNICH

INTERNATIONAL COMMUNITY CHURCH (Evangelical) Bible Believing, services in English 4:30 p.m. Sunday at Erdrestrasse 10 (U2 Theresienstr.) (089) 850-8617.

### PARIS AND SUBURBS

EMMANUEL BAPTIST CHURCH, 56 Rue des Bords-Rois, Neuilly-Montmarte. An Evangelical church for the English speaking community located in the western suburbs. S.S. 9:45. Worship: 10:45. Children's Church and Nursery. Nursery minutes 9:45. Tel: 01-47-51-28-55 or 47-48-15-29 for information.

### HOPE INTERNATIONAL CHURCH

(Evangelical) Sun. 9:30 a.m. Hotel Hotel, Metro 1 - Espérance de la Défense. Tel: 47-73-53-54 or 47-73-14-27.

### THE SCOTS KIRK (Presbyterian)

17 rue Bayard 75008 Paris. French, Sunday Service and Sunday School 10:30 a.m. All Welcome. Tel: 48-78-47-54.

### SAINT JOSEPH'S CHURCH (Roman Catholic)

Masses Sunday, 9:45 a.m., 11:00 a.m., 12:15 p.m., and 5:30 p.m. Monday-Friday: 8:30 a.m. to 9:00 a.m. Holy Communion: 8:30 a.m. to 9:00 a.m. and 5:30 p.m. (with children's and youth groups). For information, call 47-73-53-54 or 47-73-14-27.

### ST. MICHAEL'S CHURCH (Evangelical Anglican)

Sundays 10:30 a.m. (with children's and youth groups). Christ-centered fellowship in the heart of Paris. 5 rue d'Aguesseau 75006. Tel: 47-46-70-55. Metro: Concorde.

### TOKYO

ST. PAUL INTERNATIONAL LUTHERAN CHURCH, near Embassy. Tel: 3291-3740. Worship Service: 9:30 a.m. Sundays.

### USA

If you would like a free Bible course by mail, please contact: L'Église du Christ, P.O. Box 513, Sturton, Indiana 47881 U.S.A.

### UNITARIAN UNIVERSALISTS

BARCELONA (93) 720-0158. BRUSSELS (32) 2-280 0286. GENEVA (41) 31 352 3721 or (41) 31 522 4051. PARIS (33) 1 47 73 53 54. WASHINGTON (202) 525-2555. For information, call 1-800-525-2555.

### BRUSSELS/WATERLOO

ALL SAINTS CHURCH, Tel. Sun. 9 & 11:15 a.m. Holy Eucharist with Children's Chapel. 11:15 a.m. Holy Eucharist and Sunday School. 563 Chausseée de Louvain, Belgium. Tel. 322-364-3555.

### WIEN/VIENNA

THE CHURCH OF ST. AUGUSTINE OF CANTERBURY, Sun. 10 a.m. Family Eucharist. Frankfurter Strasse 3, Wiesbaden, Germany. Tel: 49-611-3008874.

### EUROPEAN BAPTIST CONVENTION

BARCELONA. For information about services and Bible studies call pastor Lina Borden, 438 5059.

### UNITARIAN UNIVERSALISTS FELLOWSHIP OF PARIS

"How to Make Yourself Miserable" will be the topic of the Rev. Justin Walker-Pope's sermon at the UNITARIAN UNIVERSALIST

### THE EPISCOPAL CHURCH OF EUROPE (Anglican)

PARIS AND SUBURBS

THE AMERICAN CATHEDRAL OF THE HOLY TRINITY, Sun. 9 & 11 a.m., 10:45 a.m. Sunday School for children and Nursery care. Third Sunday 5 p.m. Evensong. 23, avenue George V, Paris 75008. Tel: 331 47-51-28-55 or 47-48-15-29 for information.

### FRANKFURT

CHURCH OF CHRIST THE KING (Episcopal/Anglican) Sun. Holy Communion 9 & 11 a.m. Sunday School for children and Nursery care. Third Sunday 5 p.m. Evensong. 23, avenue George V, Paris 75008. Tel: 331 47-51-28-55 or 47-48-15-29 for information.

### GENEVA

EMMANUEL CHURCH, 1st, 3rd & 5th Sun. 10 a.m. Eucharist & 2nd & 4th Sun. Morning Prayer. 3 rue de Montreuil, 1201 Geneva, Switzerland. Tel: 41-22-732 80 78.

### LUCERNE

AT CHRISTUS KIRCHE, Muségasse, Sun. 11 a.m. Morning Worship with Holy Eucharist and children's service. Tel: 41-41 22 13 67.

### MUNICH

THE CHURCH OF THE ASCENSION, Sun. 11:45 a.m. Holy Eucharist and Sunday School. Nursery Care provided. Seydewitzstrasse 4, 81545 Munich (Hofmühlstr.), Germany. Tel: 49-89 84 81 65.

### ROME

ST. PAUL'S WITHIN-THE-WALLS, Sun. 8:30 a.m. Holy Eucharist. Tel: 10:30 a.m. Choral Eucharist. Tel: 10:30 a.m. Church School for children & Nursery care provided. 1 p.m. Spanish Eucharist. Via Napoli 58, 00184 Rome. Tel: 39-6 488 3339 or 39-6 474 3559.

### BRUSSELS/WATERLOO

ALL SAINTS CHURCH, Tel. Sun. 9 & 11:15 a.m. Holy Eucharist with Children's Chapel. 11:15 a.m. Holy Eucharist and Sunday School. 563 Chausseée de Louvain, Belgium. Tel. 322-364-3555.

### WIEN/VIENNA

THE CHURCH OF ST. AUGUSTINE OF CANTERBURY, Sun. 10 a.m. Family Eucharist. Frankfurter Strasse 3, Wiesbaden, Germany. Tel: 49-611-3008874.

### EUROPEAN BAPTIST CONVENTION

BARCELONA. For information about services and Bible studies call pastor Lina Borden, 438 5059.

### UNITARIAN UNIVERSALISTS FELLOWSHIP OF PARIS

"How to Make Yourself Miserable" will be the topic of the Rev. Justin Walker-Pope's sermon at the UNITARIAN UNIVERSALIST

### BERLIN

LB.C. BERLIN, Rotherstrasse 13, (Siegfriedstrasse) 10445, worship at 12:00 each Sunday. Charles A. Ward, Pastor. Tel: 030-774-4670.

### BONN/KÖLN

LB.C. OF BONN/KÖLN, Rheinstrasse 9, Köln. Worship 1:00 p.m. Calvin Hoger, Pastor. Tel: (0228) 47021.

### BRATISLAVA

LB.C. (English language - evangelist) Zrnova 2, 81200 Sunday - Rev. Hans, Tel: 715357.

### BREMEN

LB.C. (English language) meets at English-Friedrich-Kreuzenburger, Hohenthorstrasse Hermann-Böse-Str. (around the corner from the Bahnhof) Sunday worship 10:30 a.m. Dr. Walter, Pastor. Tel: 0471-12077.

### BUDAPEST

LB.C. meets in Munkacsy Zsigmond Gimnázium, Torontóstr. at 48-54. Sundays, 10:30. Tel: 715357.

### BULGARIA

LB.C. World Trade Center, 38, Dzhiravskiy Blvd. Varna, 9100, Varna. Pastor, Tel: 704767.

### CELLE/HANNOVER

LB.C. Windmühlenstrasse 45, Celle 3300. Tel: 514911-46419.

### DÜSSELDORF

LB.C. English, Sunday and Children's Church. Sundays at 10:30 p.m. Meeting temporarily at the Evangelical - Protestant Church in Rastatt, Germany (Kaiserberg 11). Friendly Fellowship. All denominations welcome. For further information call the pastor, Dr. David Beyer, Tel: 0211-401-157.

### FRANKFURT

INTERNATIONAL CHRISTIAN FELLOWSHIP (Evangelical-Freikirchliche Gemeinde), Sonnenstr. 11-13, 6030 Bad Homburg, phone:



# Scrutiny of Rifle Lobby's Attacks Finds Lots of Holes

By John Mintz  
Washington Post Service

WASHINGTON — The National Rifle Association has used stories about the Bureau of Alcohol, Tobacco and Firearms as a rallying cry for membership, citing gun raids in which agents punctured the tires of a man they were investigating, ground a cancer patient's medicine into the floor and manhandled a pregnant woman.

But with the association's tactics under attack in the wake of the Oklahoma City bombing, these stories — already legends of the American gun culture —

have become a crucial test of the association's credibility. A former president, George Bush, resigned from the association because of what he said was its "vicious slander" of bureau agents. But its president, Thomas L. Washington, wrote Mr. Bush that planned congressional hearings would show that "our words have been more truth than slander."

An examination of several cases cited by the association in its fund-raising materials and in its reply to Mr. Bush suggests the bureau may have been heavy-handed in some raids. But it also suggests that the gun

organization sometimes overstates allegations about agents' brutality and glosses over suspicions of illegality that prompted the bureau raids in the first place. Take the case of Howard Wittenberg, a bullet maker in Glen Burnie, Maryland.

A recent association document suggested that in March bureau agents improperly helped shut Mr. Wittenberg's ammunition manufacturing plant, a move it called part of a bureau "reign of terror" against the firearms industry.

Bureau employees did inspect Mr. Wittenberg's Arundel

International Munitions plant in February, but the agency found no federal violations and took no action. They called Maryland building inspectors, and it was they, not bureau officials, who shut the Wittenbergs' plant for five weeks earlier this year. It has reopened. The inspectors found that the building's fire sprinkler system was blocked by ceiling tiles, and that the Wittenbergs lacked a building permit and a license to work with smokeless powder, an ingredient in bullets, Maryland officials said.

"We do fire inspections day in and day out for the safety of citizens," said Gary Sheckels, Anne Arundel County Fire Department battalion chief and spokesman. "It's not related to Gestapo tactics."

Federal authorities acknowledge that bureau agents, like any law enforcement officials, may be aggressive at times, but they also strenuously deny most of the association's assertions. "Their work is dangerous, often involving confrontations with armed suspects, officials say."

"These are outrageous allegations," said a bureau spokesman, Jack Killorin. "The idea that ATF is going to take Americans' guns is the big lie, and it creates fear and a mind-set of resistance."

The bureau has been criticized for being too quick to resort to violence in the 1993 raid on the Branch Davidian compound near Waco, Texas, and the 1992 killing of the wife and son of a white supremacist, Randy Weaver, at a cabin in remote northern Idaho.

But the rifle association also has highlighted less publicized cases of alleged bureau abuse, playing down the possible criminal acts that brought out the agency. A case cited last month in the association publication, *The Rifleman*, was that of Monique Montgomery, 21, of St. Louis. The article said it was an example of bureau "armed terrorists" invading citizens' privacy.

"Four masked men break into her bedroom at four in the morning," the magazine said. "And wake she does, pulling a gun for self-defense, but the intruders already have their guns drawn and let her have it four shots, four direct hits."

That morning last July bureau agents had a search warrant to look for drugs and guns that they believed Miss Montgomery's boyfriend had at the house, court papers show. The agents did break down the door but bureau officials contend that they repeatedly announced themselves as "police with a search warrant" before entering. Agents said they fired in self-defense after Miss Montgomery pointed her 9mm pistol at them.

No drugs were found, and Miss Montgomery survived the shooting (although numerous pro-gun and conservative publications reported she had been killed). She has filed a lawsuit against six unnamed bureau agents for invading her house and shooting her "without announcement." Her lawyer, Norman London, declined to elaborate.



FBI Director Freeh, center, talking with Attorney General Janet Reno and Senator Phil Gramm before the hearing.

## Militias Sent Death Threats To Agents, FBI Chief Says

The Associated Press

WASHINGTON — The FBI has been forced to relocate some agents after they received death threats from members of extremist militia groups, the FBI director, Louis J. Freeh, has disclosed.

Mr. Freeh, asked about the militias Thursday at a hearing of the Senate appropriations subcommittee, said their philosophy was "indicative of a hostility against the federal government, a hostility against federal agents."

He added: "I've had to relocate some of my agents and their families because of death threats, because some of these groups had put up 'Wanted' posters with their home addresses."

It was unclear from Mr. Freeh's remarks whether the threats were made before or after the April 19 bombing in Oklahoma City. A spokesman for the FBI, John Collingwood, declined to provide details.

## Republicans Fire Opening Volleys in War of the Budget

By David E. Rosenbaum  
New York Times Service

WASHINGTON — The budget committees in the House and the Senate have approved separate fiscal plans that would balance the federal budget over seven years and change the face of much of American government.

The Senate committee rejected, on party-line votes, dozens of Democratic attempts to restore spending for health, education, agriculture, welfare and other areas of government the Republicans want to shrink. The plan was approved on Thursday evening with all Republicans voting for it and all Democrats opposed.

The House committee followed a similar course Wednesday before voting, 24 to 17, to send its measure to the full House for debate. One Democrat, Mike Parker of Mississippi, crossed party lines and voted with the Republicans.

The Senate and the House are expected to pass the measures, known as budget resolutions, more or less intact next week. A conference committee will be formed to resolve the differences between the two resolutions, the most important one being large tax cuts included in the House's measure but not the Senate's.

Then, probably starting next month, lawmakers will begin the even harder task of deciding which particular programs will be reined in by how much and choosing which Americans will be protected and which will be the biggest losers. This should dominate the national political debate for most of the rest of this year.

Across Capitol Hill, in the federal departments and agencies and in the offices of lobbyists all around town, men and women are poring over columns of numbers trying to figure out just what the budget committees had wrought.

"This is all very tangled up," said a congressional staff assistant who has worked on appropriations matters at the state and federal levels for a quarter of a century but was having trouble calculating from the sketchy data available exactly

what was being done to whom. The House Budget Committee still has not shown, for instance, how much its proposals in particular areas would save compared with what would otherwise be spent over the next seven years, or exactly what would be required of other congressional committees to fulfill the mandates in the budget resolution.

The budget committees promise that they will compile and publish much more information before the floor debates on the budget resolutions begin next week. Not until then will it be possible to put the two measures side by side and determine exactly what they entail.

But this much is clear: By outlining limits in the growth of Medicare, Medicaid and other social programs and ordering savings in other programs across the government, the Republican budget plans envision the most fundamental changes in Washington in decades, including the possible dismantling of some agencies.

The Senate measure would lower government spending by at least 7 percent from what would be spent if no laws were changed and perhaps by considerably more, depending on how the calculations are made.

The savings in the House resolution would be somewhat greater because spending reductions were needed to offset about \$350 billion in House-approved tax cuts over the seven-year period. The Senate budget does not specifically allow for tax reductions.

But even this understates the extent of the budget cuts because Social Security, the largest program in the government, would be untouched, and much of the military would also be protected.

### Cuba and St. Kitts Set Ties

Reuters

HAVANA — Cuba and the small Caribbean nation of St. Kitts and Nevis established diplomatic relations in a ceremony in Basseterre, the island nation's capital, a Cuban newspaper reported.

## POLITICAL NOTES

### Republicans Would Cut Off Public Campaign Funding

WASHINGTON — The chairman of the Senate Budget Committee, Pete V. Domenici, has proposed cutting public financing for presidential campaigns as part of the Republican budget-balancing effort, enhancing chances that the proposal may get more than the hostile brush-off it received when the Democrats ran Congress.

Eliminating the financing faces a "tough haul" but has the support of many of the Republicans on the committee and in the Senate as a whole, Mr. Domenici said in an interview Thursday. In the final print of his fiscal blueprint, which is now before the budget panel, the New Mexico Republican included projected savings of \$300 million over the next seven years by eliminating "taxpayer subsidies" for presidential campaigns after the 1996 election.

The budget would not automatically knock out financing for the Presidential Election Campaign Fund, which is financed through voluntary \$3 checks off income tax returns. But by proposing spending limits that assume savings from the program's elimination, the budget would make it harder for appropriators to meet the targets without cutting out the campaign fund — or cutting deeper into other programs to make up the difference.

The fund was created in the aftermath of the Watergate scandal two decades ago and seeks to undercut the influence of special-interest contributions. (WP)

### Representative Gets Nasty

WASHINGTON — A debate in the House on a water pollution bill took a nasty turn when Representative Randy Cunningham, Republican of California, lumped lawmakers who want to apply the law to military pollution with those who "want to put homes in the military."

When Representative Patricia Schroeder, Democrat of Colorado, rose to object, Mr. Cunningham shouted at her, "Sit down, you socialist!"

At that, Representative Bernard Sanders of

Vermont, who unlike Mrs. Schroeder actually is a socialist, rose to challenge Mr. Cunningham for his use of the word.

"Was the gentleman referring to the thousands and thousands of people who have put their lives on the line in countless wars defending this country?" Mr. Sanders asked.

"I am talking about you and liberals like you that keep deferring defense," Mr. Cunningham replied.

Representative Barney Frank, Democrat of Massachusetts, then joined the fray, complaining about Mr. Cunningham's use of "home."

"The time is over when I will let that kind of gratuitous bigotry go unchallenged," Mr. Frank said. But no one sought to have the House censure Mr. Cunningham for violating House rules, which prohibit name-calling on the floor.

"Let me say that I used the shorthand term and should have said homosexuals instead of homos," Mr. Cunningham said. "We do misspeak sometimes." (NYT)

### Gingrich Counsel Is Urged

WASHINGTON — A majority of Democrats in the House have called on the ethics committee to name an independent counsel to investigate the four complaints against the speaker, Newt Gingrich, as the panel began a final round of closed-door deliberations into the allegations.

More than 140 of the 203 Democrats in the House signed a letter calling for a "nonpartisan outside" counsel to look into the complaints, saying the "close personal and political ties" that some ethics committee members have to Mr. Gingrich had created the "appearance of a conflict of interest."

Tony Blankley, the speaker's press secretary, dismissed the letter as politically inspired troublemaking. "They don't have any pretense other than a partisan act," he said. (WP)

### Quote / Unquote

President Bill Clinton, in Kiev urging Ukrainians to continue economic reforms: "Your efforts will not be in vain because the course is right even if the path is difficult. The toil is bitter but the harvest is sweet." (AP)

## DNA Expert Defends Her Turf

### Objections Punctuate Simpson Defense's Lines of Attack

The Associated Press

LOS ANGELES — O. J. Simpson's defense attorneys on Friday portrayed a genetic scientist who is one of the prosecution's strongest witnesses as a price-gouging hired gun whose laboratory gets no government oversight.

Through a series of questions that provoked repeated prosecution objections, Peter Neufeld, a defense lawyer, grilled Robin Cotton, a microbiologist, on everything from her lab's accreditation status to the amount of charges for copies of X-rays.

Mr. Neufeld also sought, to use Dr. Cotton to discredit previous scientific witnesses presented by the prosecution, eliciting from her indirect criticisms of the way Los Angeles Police Department technicians handled evidence.

For example, Dr. Cotton said her lab cleans tools with bleach or alcohol. Previous testimony showed that police technicians use distilled water.

"I would prefer wiping it down with bleach or alcohol as opposed to wiping it down with water," said Dr. Cotton, lab director of Cellmark Diagnostics. "Wiping it down with water is better than not wiping it down at all."

Judge Lance A. Ito of Superior Court repeatedly blocked the defense's efforts to have Dr. Cotton testify about police lab procedures. At one point, he said sharply: "She has no idea about the handling, packaging and collection of evidence. Let's move on."

The judge also cut off Mr. Neufeld's efforts to suggest that someone had planted the blood of Mr. Simpson and his former wife on the steering wheel of Mr. Simpson's Ford Bronco. Mr. Neufeld based the sugges-

tion on DNA results showing genetic material on the steering wheel from neither Mr. Simpson nor the victims of the June 12 murders. Mr. Simpson's former wife Nicole and her friend Ronald L. Goldman.

"Assume that some other person," Mr. Neufeld said, "had come into contact with the blood of Nicole Brown Simpson and then entered that Bronco and made a smear on the steering wheel, having touched Mr. Simpson's blood."

But Judge Ito sustained an objection to that question and the one that followed, finally sending the jury back to its hotel for the weekend with the warning to "disregard the implication of that question."

Dr. Cotton generally did not look at Mr. Neufeld as he questioned her. She kept her gaze on the jury even as the lawyer spoke, and maintained her calm, low-key demeanor.

In her fifth day on the stand, Dr. Cotton said under cross-examination that her laboratory was being paid \$1,200 a day for each day she was in Los Angeles to testify in the trial.

"Cellmark is in the business of doing DNA testing for hire," asked Mr. Neufeld.

The judge sustained an objection by the prosecution, and Mr. Neufeld rephrased the question.

"Cellmark Diagnostics lab is a business operation, isn't it?"

"Yes, it is," she said.

Dr. Cotton also noted that her lab sold the defense copies of X-rays that depict genetic markers for \$25 a copy. Mr. Neufeld asked if she knew that a California state lab charges only \$5. A prosecution objection was sustained.

On the lab's quality control, Mr. Neufeld elicited that there

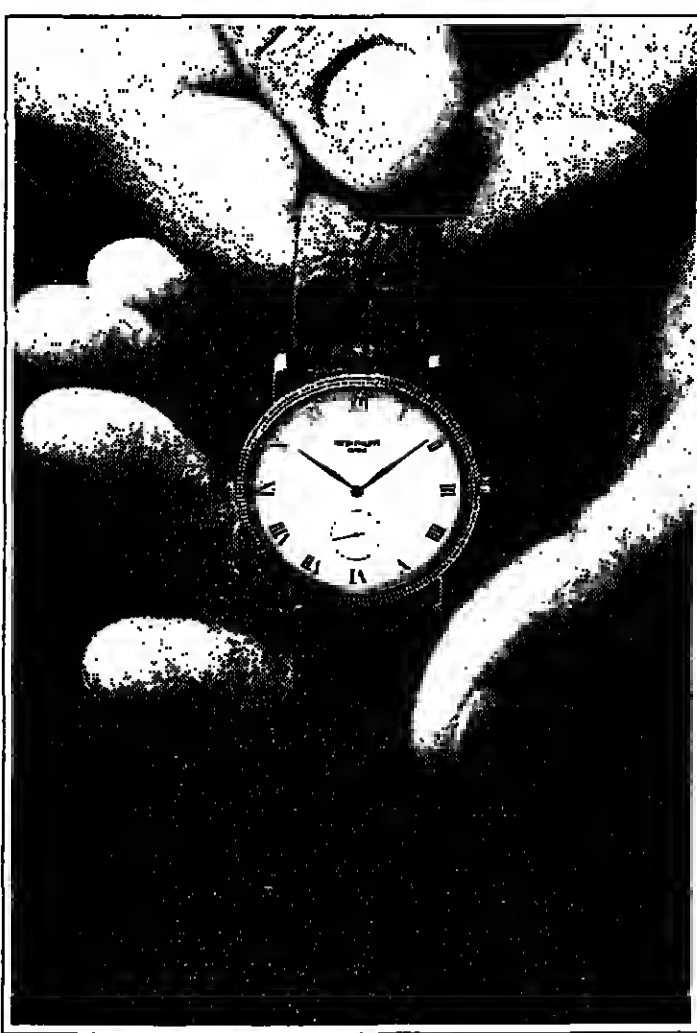
was no federal regulatory authority over DNA testing laboratories. But Judge Ito sustained an objection to a question about whether there is more oversight for testing step throat than for DNA.

On Thursday, Dr. Cotton said that only 1 in 170 million black and white people have the genetic blueprint seen in Mr. Simpson's blood and in blood found on a walkway near the bodies of his former wife and her friend.

**ITC**  
INTERNATIONAL TELEPHONE COMPANY  
**WORLDWIDE CALL BACK SYSTEM**  
Now offers Direct Dial to anywhere in the world at Call Back Prices.  
Fax & Data can also be used with ITC's Direct Dialer.  
**Distributors Needed Worldwide**  
For Call Back International and Domestic.  
International Telephone Company  
290 Pratt Street, Meriden, CT 06450-2118  
1800-638-5558 ext. 111/ 203-238-9794  
Fax: 203-929-4906  
"Limited Countries Available"

**CASHMERE HOUSE**  
Alexandre Savin - Since 1963.  
The specialist of 100% pure Cashmere  
2, rue d'Aguesseau 75008 Paris TEL. 42 65 42 61

For more than a century and a half, Patek Philippe has been known as the finest watch in the world. The reason is very simple. It is made differently. It is made using skills and techniques that others have lost or forgotten. It is made with attention to detail very few people would notice. It is made, we have to admit, with a total disregard for time. If



a particular Patek Philippe movement requires four years of continuous work to bring to absolute perfection, we will take four years. The result will be a watch that is unlike any other. A watch that conveys quality from first glance and first touch. A watch with a distinction: generation after generation it has been worn, loved and collected by those who are very difficult to please; those who will only accept the best. For the day that you take delivery of your Patek Philippe, you will have acquired the best. Your watch will be a masterpiece, quietly reflecting your own values. A watch that was made to be treasured.

**PATEK PHILIPPE**  
GENEVE

Patek Philippe S.A.  
41, rue du Rhône - 1211 Geneva 3 - Switzerland

### Away From Politics

Three \$18,000-a-year New York City welfare clerks have been charged in a fraud scheme in which, the authorities say, they programmed city computers to spew out unauthorized checks totaling \$2.2 million to 95 welfare recipients who then gave them kickbacks. A total of 62 welfare recipients were under arrest and more than 30 were being sought. (NYT)

A mistrial has been declared in Seattle in the case of a former Washington state trooper accused of detaining a couple on their way to an abortion clinic. Lane Jackstadt was accused of detaining Justin Cooper and Deanna Thomas for 45 minutes last year after stopping them for speeding and learning they were headed to an abortion appointment. (AP)

An army captain being court-martialed for defying orders not to investigate human rights abuses at a Haitian prison testified that his commanders' "moral cowardice" left him no alternative. Captain Lawrence Rockwood testified at Fort Drum, New York, that his commanders knew about reports of abuse, but refused to do anything about them. (AP)



## Claes Is Questioned By Court, but Sticks To NATO Schedule

By Tom Buurke  
International Herald Tribune

BRUSSELS — Willy Claes was questioned by Belgium's highest court Friday about the country's political corruption scandal, a fresh embarrassment to the NATO secretary-general even as the scope of the scandal appeared to be narrowing.

Mr. Claes said he relished the chance to clear himself of any involvement in kickbacks for Belgian military contracts after nearly three months of disclosures by investigating authorities that have fueled speculation about a possible resignation.

"I am very pleased that I finally had the opportunity to say what I have to say," Mr. Claes asserted after more than three hours of questioning by the Supreme Court.

The court was believed to have questioned Mr. Claes about a "gift" of 51 million Belgian francs (\$1.6 million) to his Flemish Socialist Party from the Agusta company of Italy in 1989, shortly after the company won an 8-billion-franc helicopter order. Mr. Claes, who was Belgium's economics minister at the time, has said he was aware of offers, but that they were made after the contract was decided and were rejected by himself and fellow party leaders.

The timing of his court appearance was at the very least inopportune, coming on the same day that senior U.S. military officials briefed NATO ambassadors about the U.S.-Russian summit meeting earlier this week and the prospect for closer ties with Moscow, the biggest single question facing the alliance.

After the questioning, Mr. Claes left the court to attend a luncheon briefing at North Atlantic Treaty Organization headquarters, then returned to the court in the afternoon for further questioning.

NATO sources insisted that Mr. Claes was fully able to carry out his alliance duties, but they expressed hope that investigators would finish their work quickly.

Other NATO officials said the ambassadors did not question Mr. Claes about the investigation and retained confidence in him.

The appearance came at a time when Belgian media and politicians have begun to question the motives of the investigators and the timing of the latest questioning, a little more than a week before national elections.

Prime Minister Jean-Luc Dehaene told the newspaper *De Standaard* on Friday it was a "strange coincidence" that leaks about the investigation came out just before judges ruled to keep the four men arrested in the case in jail. The newspaper also criticized the timing of the Claes questioning in an editorial on Friday, asking why it was done on the eve of elections.

Investigators in the eastern city of Liège charged three more Socialists with fraud in connection with the case Thursday, but the charges cover some 5 million to 6 million francs of unaccounted for campaign spending and make no clear link with the Agusta donation.



Secretary-General Willy Claes leaving the Brussels court house Friday after questioning.

## TRADE: The Pressure Shifts to Japanese Automakers

Continued from Page 1

fit what we think about the present economic situation facing the carmakers."

Another MITI official, speaking anonymously, said he realized U.S. trade negotiators were expecting the auto companies to fold.

It is not going to happen, he insisted. "The companies are desperately trying to cut the costs of their parts."

"They cannot issue a plan that they cannot carry out. As a leading industry in Japan, they feel a responsibility to stop this practice of numerical targets spreading to other industries."

But privately, some auto company officials take a considerably less adamant line.

The Asahi Shimbun, a major daily, quoted an unnamed Toyota Motor Corp. executive this week as saying that the company was thinking of beefing up its foreign parts-purchasing plan with production from a new Canadian plant. The story also said Honda Motor Co. was considering a similar boost in its plan.

A Toyota spokesman said the Asahi Shimbun had used comments by a company executive in a misleading way. A Honda spokesman described the article as "based on pure speculation."

"At present," he said, "we don't have any plan to announce a new voluntary plan."

A Nissan Motor Co. executive said his company "really has no room for increasing our purchasing of parts in the U.S.," because of financial difficulties that preclude expanding its factories there.

"If the U.S. insisted on our issuing a new voluntary plan, we would have to decrease our target," he said, referring to plans that had been issued in the past.

But when he was asked how Nissan could withstand sanctions, his answer spoke volumes about how the car companies are weighing the pros and cons of acceding to Washington's demands.

"If the sanctions affect all of our Infiniti models, the impact will be terrible," the Nissan

official said. "But if they affect only one model, the Q45, maybe in that case we could resist." The Q45 might be the only model affected, he noted, because its engine is larger than 3 liters.

A particularly remarkable admission by a car company executive appeared in Thursday's *Mainichi* newspaper, effectively supporting the U.S. view that the Japanese automakers ought to be increasing their U.S. parts purchases on economic grounds, and are resisting primarily out of loyalty to the suppliers in their *keiretsu*, or corporate families.

The paper quoted Yuzo Saito, a vice president of Toyota's U.S. manufacturing operation in Kentucky, as asserting that U.S. parts purchases are a "natural" part of doing business in the U.S., and if we just look at the question of cost, it is better to purchase 100 percent in the United States.

"But there's the problem of Japanese domestic employment," he said. "So how much to purchase just depends on managerial judgment."

## BOSNIA: UN Reviews Role

Continued from Page 1

new fighting, with the Serbs re-owning their stranglehold on supply lines into Sarajevo. In the past week, the Bosnian Serbs have cut gas, power and water lines to the capital that the UN force is assigned to maintain for the city's 320,000 residents.

In addition, the Serbs have blocked UN deliveries of food and medicine, reportedly taken by UN soldiers' attacks against them. A French soldier was badly wounded in the head Wednesday and two others were killed by snipers in Sarajevo last month.

A senior adviser to President-elect Chirac said: "We ask ourselves how much longer will the French people be able to take this sort of thing? The UN has no means of enforcing the present mandate and things are likely to get worse. If we can't get better protection for our troops, then we may have to fix a date and leave."

A plan to withdraw the UN peacekeepers has been painstakingly prepared over the last few months by NATO military experts. At least 20,000 NATO soldiers, half of them American, may be needed to assure the safety of the retreating UN forces if they must be evacuated under fire.

Mr. Boutros Ghali spent three hours in Paris bidded with a group of advisers that included his representative in the Balkans, Yasushi Akashi, the UN commander for the former Yugoslavia, General Bernard Janvier, and the UN commander in Bosnia, General Rupert Smith.

The peacekeepers' problems have been exacerbated by clashes between civilian and military commanders over the use of force. Earlier this week, Mr. Akashi and General Janvier overruled a request by General Smith that NATO launch air strikes against Serbian positions in retaliation for an attack that killed 11 people in Sarajevo on Sunday.

To subscribe in France  
just call, toll free,  
05 437 437

## Race Close as Argentina Votes

### Anti-Corruption Rival Is Gaining on Menem

By Calvin Sims  
New York Times Service

BUENOS AIRES — President Carlos Saul Menem, who only two weeks ago seemed destined to win a second term in national elections on Sunday, is now struggling to avoid a runoff against his closest rival, Senator José Octavio Bordón, who has surged in the latest opinion polls.

Mr. Bordón, former governor of the western Mendoza Province, defected from Mr. Menem's Peronist Party three months ago, after a dispute over the nomination process, and set up the left-center Frepaso coalition with Socialists and Christian Democrats.

Promising to stamp out corruption, which has been rife in Mr. Menem's administration, and create jobs in the face of Argentina's record unemployment, Mr. Bordón has eclipsed the Radical Party of former President Raúl Alfonsín, and he is steadily chipping away at Mr. Menem's lead.

The balloting Sunday will mark Argentina's third democratic election for president since the military dictatorship relinquished power 12 years ago. Half of the 257 congressional seats and many provincial and municipal offices will also be filled.

The latest opinion polls, which are notoriously unreliable in Latin America, give Mr. Menem 42 to 47 percent of the vote, compared with 31 to 34 percent for Mr. Bordón and 14 to 17 percent for the Radical's Horacio Massaccesi. Mr. Bordón had been projected to receive 28 to 30 percent just two weeks ago.

To win outright without a runoff, Mr. Menem needs 45 percent of the vote or 40 percent with a 10-point lead over his nearest rival. But political analysts and pollsters said that with Mr. Bordón's ascent in the polls and at least 14 percent of

the electorate still wavering, the possibility of a second round of voting is definite.

"We can no longer rule out the likelihood of a second round," said Rosendo Fraga, a well-known political analyst, "and that does not bode well for Menem because a runoff would give a very even result, with polls showing about 49 percent for the president and 49 percent for Bordón."

The prospect of a runoff has consumed Argentina, which until last week seemed more interested in recent revelations of human rights abuses during the military's "dirty war" of repression during the 1970s.

Mr. Menem, who has been riding high on his record of curbing hyperinflation and reforming Argentina's economy, dismissed the notion that he would not win in the first round and warned voters that there would be "economic chaos" if he did not.

Closing his campaign Thursday night in a final television spot, Mr. Menem promised to defeat unemployment, which stands at 12.2 percent, by the middle of a second term. Mr. Menem has strong support among the working classes.

Mr. Bordón's rise is attributed mainly to the discontent of the middle class, which has seen a decline in living standards in the wake of growing unemployment and an economic downturn. Pensioners, government employees, teachers, professors, and small businessmen are among his biggest supporters.

Mr. Bordón has also gained voters from the Radical Party, who are still upset over a deal struck between Mr. Alfonsín and Mr. Menem that allowed Mr. Menem to reform the constitution and seek a second term.

At a closing rally Thursday night, Mr. Bordón said that the Menem administration "is scared of losing power and with it, its privileges and impunity," and he urged Argentines "to vote without fear."

## DEAL: Confusion Over Sale of Berlusconi TV Stations

Continued from Page 1

higher than the reported offer from Mr. Murdoch.

An executive close to the Murdoch camp, speaking on condition of anonymity, confirmed Friday that preliminary talks had been held in recent months. But he stressed that no formal offer had been made. "A figure of up to \$2.8 billion was indicated," he explained, "but only as a maximum ballpark number for them to consider and see if they want to start negotiations."

Mr. Kirch, who owns media interests in Germany, and Prince Walid, could not be reached for comment, but an executive at debt-hurdened

Time Warner said, "We've had no specific negotiations."

Mr. Murdoch, who was not available for comment, was apparently asked about the disclosures made in talks with Fininvest look much more advanced than they really are.

Mr. Murdoch, of course, is awash with cash. It was only on Wednesday that MCI Communications Corp. of the United States agreed to invest up to \$2 billion in News Corp. to form a joint venture that will unite Mr. Murdoch's television and film businesses with a telephone operator capable of delivering electronic information to businesses and consumers.

The three Berlusconi net-

works plus the advertising business have projected 1995 revenues of 3.4 trillion lire and a workforce of 4,500 people. The Fininvest group, by comparison, has a staff of 23,300 and revenues of 11.2 trillion lire.

Perhaps the most carefully coached comment came from Marco Lippi, a London-based mergers and acquisitions specialist at Morgan Stanley who is advising Fininvest.

"We are talking to a variety of parties who have expressed an interest in investing in Mr. Berlusconi's television activities," he said. "This is part of our assignment to look for various alternatives regarding the future ownership of the business."

## UN: Reflection of a Hesitant West

Continued from Page 1

lugging in diesel and weapons for rebel Croatian Serbs who occupy 24 percent of this country.

But if the real mission of the United Nations is to be a fall guy for Western powers that are reluctant to commit the necessary forces, money and brainpower to solve Europe's worst conflict since World War II, then perhaps the UN mission has succeeded.

"The West, the international community, whoever they want us here to keep the conflict from spreading into the rest of Europe," a UN official said. "Everything else doesn't matter. We can be ridiculous or we can be brave, but as long as we keep it contained, we're doing our job."

Some in the UN operation and among the Western diplomatic corps argue, however, that the United Nations' quandary almost guarantees a continuation of war and strengthens the extremists among the warring factions. They point to a series of developments that, in the words of a UN official, "have dug us into a pretty deep hole."

Since November, the United Nations has tolerated sustained artillery, air and infantry

attacks from a UN-protected area in Croatia across an internationally recognized border into the UN "safe area" of Bihać in northwestern Bosnia.

Building on the pressure they have exerted on one "safe area," the Bosnian Serbs have now turned their attention to another — Sarajevo. Last month, the Serbs effectively resumed control over the capital's airport for the first time since UN troops arrived in the former Yugoslavia.

UN officials said they had no idea that the Croatian Army offensive to wrest an area from Serbian rebels was coming, despite the fact that 2,000 UN soldiers were spread out around the region and UN military observers had good contacts with both sides. When the attack did come and UN teams were told to negotiate a surrender by Croatian Serbs, an Argentine general failed to show up for three separate meetings, UN and Serbian sources said.

At the same time, the United Nations began busying hundreds of Serbian civilians and soldiers into Serbian-held Bosnia, marking the first time that the UN has facilitated the expulsion of Serbs, and not Muslims or Croats, from their homes.

General Anton Tus, the chief military adviser to President Franjo Tudjman of Croatia, predicted more war unless the UN operation started clarifying its goals.

"I am a soldier and a practical man," he said. "When you want to do something, you have to have a goal, soldiers and a method to achieve your goal. The UN doesn't have anything. It only has people."

## BABIES: The Orphans Pay

Continued from Page 1

highway in order to earn money.

Many Czech and Slovak couples interested in adopting children are deterred by even the hint of Gypsy characteristics — say an olive complexion, Mrs. Gaischerova said.

A few of the highway mothers occasionally visit their children, although this is not always helpful. A curly-haired 3-year-old named Sara, who talks, laughs and frolics more than most, is visited by her mother every second month, the nurse said.

Sara is blind, making her adoption difficult under the best of circumstances. Her mother's visits further complicate Sara's chances since under Czech law, if a parent visits an abandoned child within a six-month period the child cannot leave the institution.

For many of the prostitutes, like 21-year-old Yba, who stood in a brisk wind with five other young women outside an E 55 roadstop in a skimpy skirt, a slash of vermilion lipstick and an ash-blond wig, working the highway is good money in a troubled economy.

"I couldn't get work — here I get 100 Deutsche marks for an hour with a German man," she said. She said that she had heard that some of the women had become pregnant, but that she wasn't worried because she insisted that her customers use condoms.

Not in fact, few of the women insist on condoms because they can fetch a better price without them, social workers said.

## The world's most powerful news-gathering network is making a deal with you. But only if you act now.

A special, low subscription price, plus two months free! Unmatched information sources. A highly-distinguished staff of journalists around the globe. Concise reporting of all major news events, providing you with a unique international perspective. These are the privileges you enjoy when you follow the world every day in the International Herald Tribune.

And now, you can save a total of up to 50% off the cover price! So fax or mail the coupon today.

Country/Currency	12 months + 2 months FREE	3 months FREE	3 months FREE
Austria A. Sch.	6,000	57	1,800
Belgium B. Fr.	14,000	41	4,200
Denmark D. Kr.	3,400	33	1,050
France F. F.	1,950	40	590
Germany G. M.	700	32	210
Great Britain £	210	32	85
Ireland Ir. £	230	32	88
Italy Lire	470,000	59	145,000
Luxembourg L. Fr.	14,000	41	4,200
Netherlands Fl.	770	40	230
Portugal Esc.	47,000	48	14,000
Spain Pes.	48,000	41	14,500
hand deliv. Madrid Plus.	55,000	38	14,500
Sweden (airmail) S. Kr.	3,100	34	900
hand delivery S. Kr.	3,500	26	1,000
Switzerland S. Fr.	610	48	185

\* For information concerning hard-copy or major German cities call toll free 1-800-444-4444. For information concerning fax or mail orders, call 1-800-444-4444. A 2-week free period is granted for all new orders.

### New Subscriber Offer

Yes, I want to start receiving the International Herald Tribune every day. The subscription term I prefer is (check box):

☐ 12 months (+ 2 months free)

☐ 3 months (+ 2 months free)

☐ My check is enclosed (payable to the International Herald Tribune).

☐ Please charge my: ☐ American Express ☐ Diners Club ☐ VISA ☐ Access ☐ MasterCard ☐ Eurocard

Credit card charges will be made in French Francs at current exchange rates.

Card No. \_\_\_\_\_

Exp. date \_\_\_\_\_ Signature \_\_\_\_\_

For business orders, please indicate your VAT number: \_\_\_\_\_

INT VAT number FR 74732021126

☐ Mr. ☐ Mrs. ☐ Ms.

Family name \_\_\_\_\_

First name \_\_\_\_\_

Mailing Address: ☐ Home ☐ Business \_\_\_\_\_

City/Code \_\_\_\_\_ Country \_\_\_\_\_

Tel. \_\_\_\_\_ Fax \_\_\_\_\_

Mail or fax to: International Herald Tribune, 181, avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. For full information: Fax (+33-1) 41 43 92 10

Herald Tribune

THE WORLD'S DAILY NEWSPAPER

## VIRUS: Ebola Spreads to 3d Town

Continued from Page 1

cialist in Geneva. "Of those, 48 have died. Unfortunately, some are critically ill and we have to expect more deaths."

Almost two-thirds of the deaths have been among hospital workers, according to the health agency.

### Manila to Open Talks With Communist Front

Reuters

MANILA — The Philippine government will open formal peace talks with the Communist-led National Democratic Front next month in Brussels, Manila's chief negotiator said.

Howard Dee, head of the government negotiating panel, said the talks, originally set for June 1, had been moved to June 26 to give both sides more time to prepare. Talks aimed at ending the 26-year-old Communist insurgency have long been planned but disagreements over venue, security arrangements for the negotiators and other issues have delayed their start.

Two medical experts from the U.S. Centers for Disease Control and Prevention in Atlanta and one from the Pasteur Institute in Paris arrived in Kikwit.

Professor Muyembe said that with Kikwit under quarantine and the authorities in Kinshasa blocking roads from the affected region, the outbreak had moved into a second phase.

"There are several phases," he said. "We are now at the second phase, and it is the second phase that will carry off many people. What we fear is the third phase. If there is a third phase it will be terrible."

The WHO listed four hospitals where the virus had been identified. Two were in Kikwit: one was at Mosango, 100 kilometers away, and one was at Yassa Bonga, 250 kilometers from Kikwit.

Dr. Brian Mahy, a virologist at the Centers for Disease Control and Prevention in Atlanta, said scientists there had confirmed the presence of the Ebola virus in blood samples from 14 of 16 patients from Zaire. (Reuters, NYT)

## CURRENCY AND CAPITAL MARKET SERVICES

### COMPLIMENTARY REPORTS

Dynamic Techniques of a Professional Currency Trader  
These comprehensive reports are mandatory reading for all investors trading, or contemplating trading today's currency markets. Futures to Forex, subjective fundamental to objective technical, self directed to managed, Mr. Catranis and his staff have reviewed it all.

EXECUTION FROM \$12 PER LOT TRADE

To receive your free reports and our service guide call toll-free:

Switzerland 155-7233 U.K. 0800-96-6632

Germany 0130-82-9666 France 0590-2246

Belgium 0800-1-5880 Denmark 8001-6132

Netherlands 06-022-0687 Greece 00-800-11-921-3013

American toll-free +714-499-8136 (fax) +714-499-8131 (voice)

American toll-free 800-353-7028 (fax) 800-354-5757 (voice)

PETER CATRANIS SENIOR CURRENCY TRADER

Mr. Catranis is an 18 year veteran currency trader. He has authored numerous publications and software programs for beginners and experts alike. He has researched hundreds of currency programs and translated billions of dollars in real-time trade. Currently he is accepting a limited number of new accounts.

Account minimums \$10,000 to \$5,000,000 USD, depending on the program.

FOREX CAPITAL MANAGEMENT Excellence in confidential trading services.

Chicago Mercantile Exchange Center 30 S. Wacker Dr. #1912, Chicago IL, 60606, U.S.A.

24HR 0171-865 0800

Only Fax Service  
Commuting Rates  
London Calling Hour

CURRENCY MANAGEMENT CORPORATION PLC 11-12 New Broad Street, London EC4A 3DF

**SURGE TRADING S.A.**  
FOREX & FUTURES BROKERS

surge trading THE SWISS DIFFERENCE

21-23 Rue du Clos, CH-1211 GENEVA 6  
Tel.: (41) 22-7002051 (GEN.) Fax: (41) 22-7002061

SEE OUR TEXT PAGE 699

THE REAL TIME FINANCIAL SYSTEM THAT GOES TO PUT YOU AHEAD OF THE REST. Costs less to install and has lower fees as well, interested?

Call 0171 972 9772 or Fax 0171 972 9770 for a demonstration of our winning system.

151, 153 CURTAIN ROAD LONDON EC4A 3DF

**MANAGED ACCOUNTS**

Currencies, interest rates, stocks, bonds, futures, managed accounts run by professional 1995 projected profits 30% based on past 5 years (over half a century of experience) minimum investment 100,000

**BROKERAGE SERVICE**

All futures exchanges from 1985 to B.T.

F.X. 24HR 5/PM 4 pip spreads All 1st and 2nd bid currencies

MANCHESTER ASSET MANAGEMENT LIMITED

B.V. TEL: 1 800 494 5810 - FAX: 1 800 494 5215

AUSTRIA TEL: 43 662 8681 405 - FAX: 43 662 8681 111

For further details on how to place your listing contact: WILL NICHOLSON in London

Tel: (44) 71 836 48 02 - Fax: (44) 71 240 2254

Herald Tribune

THE WORLD'S DAILY NEWSPAPER

Check Wednesday's newspaper for a chance to win a holiday in Spain.



Herald Tribune

THE WORLD'S DAILY NEWSPAPER



**Votes**  
**enem**

[illegible]



## ART

## Carlo Mattioli, the Poet's Painter

By Ken Shulman

PARMA, Italy — His is a lifelong story told in the darkest and most impenetrable of colors. Whether in his nudes, his drawings — for which he won first prize at the 1956 Venice Biennale — his landscapes, or his illustrated volumes of Stendhal, Petrarch and Garcia Lorca, Carlo Mattioli borders his pictorial dramas and epilogues in a constant, opaque black.

"This is the color that he chooses, throughout his career. And his use of that color is wholly modern," writes critic Roberto Tassi in the catalogue that accompanies the Mattioli retrospective at the Magnani Rocca Foundation in Mamiano di Traversetolo, near Parma, through July 16.

"Painting is the art of construction with colors," Tassi writes. "For Mattioli, this black is potent, varied, opaque, vibrant, as light and as dense as the coming of night."

Organized one year after the painter's death, "Carlo Mattioli — Works 1938-1993" retraces the creative evolution of an artist who lived and worked in a guided, self-drawn provincial oasis that served as both sustenance and inspiration.

Aware of but not governed by the strong artistic currents that swept over Europe during his lifetime, Mattioli's opus is idiosyncratic, defying placement or definition.

"I paint what I want to paint. I'm not interested in doing anything else," he often said — to his many writer and critic friends, to his daughter Marcella, and to his beloved granddaughter Anna, whom he featured in scores of paintings, including the incisive and dramatic "Self Portrait With Anna" (1982), one of the highlights of the current exhibition.

Born in 1914 in Modena, Mattioli received his earliest artistic training painting floral scenes on the walls and ceilings of private villas with his grandfather. In 1925, the Mattioli family moved north to Parma. After a brief sojourn in Istria and Tuscany, Mattioli was hired to teach painting at the Academy of Fine Arts in Parma in 1940.

Parma of the 1940s was a fertile and eclectic cultural matrix. Mario Luzi, Giuseppe Ungaretti, Eugenio Montale, Attilio Bertolucci and other leading Italian poets were residents or frequent visitors, and they became Mattioli's intellectual and artistic peers and admirers.

After his affirmation at the 1956 Biennale, the melancholy, solitary painter showed frequently. Yet despite the wholehearted esteem of Italy's literati and most important critics, including Roberto Longhi and Carlo Ragghianti, Mattioli never achieved a universal popularity.

Living and working in Parma, far away from Europe's metropolitan centers, Mat-

tioli painted in a personal, highly cerebral syntax that, while thoroughly modern, had little to do with what the international public expected of a contemporary artist. His cryptic, crepuscular, provincial lyricism appealed to a very specific and limited public. He was, in every sense, the poet's painter.

Unlike the 1984 retrospective in Milan, which focused on the artist's later and best-known landscape works, the present show presents a largely unknown Mattioli drawn largely from private collections in Italy.

CURATED by Simona Tosini Pizzetti and Marco Vallora, the exhibition reproduces the astonishing and often inexplicable ease with which Mattioli changed genres and styles while still preserving his supple identity and the rusted, resonant timbre of his voice.

There is a splendid set of nudes from the early 1960s: figures that Mattioli alters, abstracts to the limits of recognition, and then obliterates with a surging, violent impasto of black. The artist's still lifes, implicit, veiled, menaced volumes painted just a few years after the ouster, seem light years away, as if the artist had been thrust into another visual dimension. Yet they are undeniably Mattioli.

Ken Shulman writes frequently on the arts in Italy.



Carlo Mattioli's "Reclining Nude," 1963, from the retrospective of his work in Parma.

## ART EXHIBITIONS

## FRANCE

## ARTS D'ARCHITECTURE

VITRUVIUS • PALLADIO • SCAMOZZI • MAROT • LE PÂTRE • BLONDEL • LEDOUX  
Voyages: Chateaux-Geoffroy, Saint-Denis - Description de l'Eglise, 1809-1818, - Labarre.  
Encyclopédie: Description des arts et métiers - Diderot et d'Alembert, Encyclopédie, 35 vol., - Encyclopédie métrique, 285 vol., avec 6066 planches.

## PIRANÈSE

Principales suites, en exemplaires remarquables en reliures de l'époque

## LIVRES ILLUSTRÉS

du dix-huitième siècle, dont le *Manuscrit du comte d'Artois* par Friedberg et Moreau le jeune, complet des trois suites, avec texte: La Borde, *Choix de chambre*, 1771; La Fontaine, *Contes*, illustrés par Fragonard, 1755, exemplaire Bérault avec 36 eaux-fortes pures; *Montesquieu, Le Temple de Gnide*, 1796, exemplaire Roussier avec les figures en couleurs poussées à l'époque et les 10 dessins originaux de Regnaud; Ovide, *Métamorphoses*, 4 vol., 1767-1771, en maroquin du temps aux armes de la duchesse de Gramont, etc.



Vente aux enchères le 12 juin 1995

Drouot-Richelieu, 9 rue Drouot, 75009 Paris, Salle 2 à 14 heures 30

## EXPOSITIONS

chez l'opéra du 23 mai au 9 juin 1995 de 9 à 12 heures et de 14 à 18 heures, puis, sous diverses formes à Drouot-Richelieu, salle 9, le 10 juin de 11 à 18 heures et le jour de la vente de 11 à 12 heures

## COMMISSAIRE-PRISEUR

Jean-Louis Pissard, 5 rue Drouot, 75009 Paris, Téléphone (1) 47 70 77 23, Télécopie (1) 47 70 77 44

## EXPERT

Pierre Berth, 14 avenue de Friedland, 75008 Paris, Téléphone (1) 45 61 00 99, Télécopie (1) 45 59 79 13  
chez qui se distribue le catalogue, avec 60 illustrations dans 25 en couleurs, au prix TTC de 200 F; envoi port compris contre 220 F

## GREAT BRITAIN

## COLNAGHI

## TIME PRESENT AND TIME PAST

An Exhibition of  
Contemporary Russian Still Life Watercolours  
16th May - 17th June  
Catalogue available

14 Old Bond Street - London W1X 4JL

Tel: 0171-491 7408 - Fax: 0171-491 8851

Mon - Fri 9.30 am - 6.00 pm

## MARLBOROUGH

## MORDECAI ARDON

IN MEMORIAM  
(1896 - 1992)

4 May - 3 June  
Catalogue available

MARLBOROUGH FINE ART (LONDON) LTD

6 Albemarle Street, London W1X 4BY

Tel: 0171-629 5161 - Fax: 0171-629 6338

## MUSEUMS

## CLAUDE MONET MUSEUM IN GIVERNY

THE HOUSE - CLAUDE MONET'S GARDENS  
THE WATER-LILY POOL

Open everyday except Monday, from 1st April to 31 October

10 a.m. - 6 p.m. without interruption.

West highway, dir. Rouen, exit Bonnières near Vernon (Eure).

Information: (16) 32 51 28 21

## U.S.A.

## GLIMMERGLASS OPERA

"Glimmerglass shines" - Rodney Mines, *The London Times*

The 1995 Festival Season: July 1 - August 21

THE YEOMEN OF THE GUARD  
Gilbert & Sullivan

DON GIOVANNI  
Mozart/Da Ponte

PAUL BUNYAN  
Britten/Auden

TAMERLANO  
Handel/Haym

GLIMMERGLASS OPERA P.O. Box 194, Cooperstown, New York 13326

Ticket Office: Telephone (607) 547-2255, Fax: (607) 547-1257

## FRANCE

## WALLY FINDLAY GALLERIES INTERNATIONAL

2, Av. Matignon - 48, Av. Gabriel - 75008 PARIS

Tel.: 42.25.70.74 - Fax: 42.25.70.75

## GROUPE D'ARTISTES

May 1995

ARDOSSONE - AUDIBERT - CARSUZAN - DUBOIS - FABIEN  
GANTNER - GAVEAU - SEBIRE - TCHOUBANOV - VIGNOLES

## AUCTION SALES

## AUCTIONS IN GERMANY

May 18/19 DECORATIVE ART

Porcelain, faience, glass, Art Nouveau, silver, jewelry, furniture.

May 20 OLD MASTERS

Paintings, Drawings and Sculptures of the 14th-19th century

May 26/27 ORIENTAL ART

Japan, China, Tibet, Southeast-Asia

June 9 CONTEMPORARY ART

Paintings, Watercolours, Drawings, Graphics, Sculptures, Objects

June 10 MODERN ART

Paintings and Drawings until 1945

Preview in Cologne:

one week prior to the auction.

Catalogues on request

## LEMPERTZ

gegründet 1845

KUNSTHAUS LEMPERTZ

NEUMARKT 3 • D-50666 COLOGNE

TEL. 0049/221/92 57 29-0 • FAX 92 57 29 6

## ANTIQUES

ANTIQUITES  
BROCANTE  
11-21 MAI

## PARIS

PLACE  
de la  
BASTILLE

Tous les jours: 11 h - 19 h

Nocturnes:

JEUDI 11 ET 18 MAI jusqu'à 22 h

ORGANISATION JOEL GARCIA - (1) 43 31 49 49

LE LOUVRE  
des  
ANTIQUAIRES

250 Antique Dealers

The biggest  
Antique center  
in the heart  
of Paris

Place du Palais Royal

Tel: (33-1) 42 97 27 00

open Tuesday to Sunday

from 11 a.m. - 7 p.m.

(Parking, Currency Exchange)

Experts available

International

Herald Tribune

ads work

## Paris Galleries

## ROGER CAPRON

## CERAMICS

GALERIE ETIENNE SASSI

14, AVENUE MATTIGNON - 75008 PARIS

TELEPHONE 42 25 59 29

Galerie  
ERIC  
COATALEM

93, bd Saint-Honoré

75008 PARIS

Tel: (33-1) 42 66 17 17

Fax: (33-1) 42 66 09 50



Carl Van Looy "Aveuglement des Soudoyés" 96 x 129 cm.

Until July 12th

## BONNARD

## Exhibition

GALERIE SCHMIT

396, rue Saint-Honoré

75001 Paris

Tel: (33-1) 42 60 36 36

Fax: (33-1) 49 27 97 10

GALERIE ANNE JULIEN

14, rue de Seine - 75006 PARIS

Tel. Fax: (33-1) 45 25 05 06

PRESENTE

JEAN COCTEAU

14, rue de Seine - 75006 PARIS

Open Tues. to Sat. 2.30 - 7.00 p.m.

Exhibition

GALERIE TAMENAGA

18 avenue Matignon - 75008 PARIS

IMPRESSIONISTS

MODERN MASTERS

Purchase - Sell

Tel: (33-1) 42 66 61 94

Fax: (33-1) 47 42 99 14

## A.H. FINE ARTS

presents

Francisco Toledo

From May 17 to June 30, 1995

GALLERY MATTIGNON 32

32, avenue Matignon, 75008 Paris

Tel: (33-1) 41 07 18 37

Fax: (33-1) 41 07 18 38

## JACQUES DENIS

"Corps et Ames"

Drawings and Paintings

May 18 to June 3

Galerie A. Schmit-Schmit & Co.

9-11 rue de Thorigny

75003 Paris

Tel: (33-1) 42 74 19 56

YOU  
SAW  
THIS  
AD.

So did nearly half a million  
well-educated, influential  
and successful readers.

Shouldn't you advertise  
your art exhibition in the

INTERNATIONAL  
HERALD TRIBUNE?

Herald Tribune

1100 Avenue of the Americas

New York, N.Y. 10020-1097

Tel: (212) 512-2000

Fax: (212) 512-2001

Internet: [www.ihtrib.com](http://www.ihtrib.com)

E-mail: [advertising@ihtrib.com](mailto:advertising@ihtrib.com)

or [advertising@ihtrib.com](mailto:advertising@ihtrib.com)

or [advertising@ihtrib.com](mailto:advertising@ihtrib.com)

or [advertising@ihtrib.com](mailto:advertising@ihtrib.com)

or [advertising@ihtrib.com](mailto:advertising@ihtrib.com)



# Di Suvero: Still Bigger Than Life

By Celia McGee  
New York Times Service

**M**OUNTAINVILLE, New York — A sign is posted at the entrance to the Storm King Art Center, a sculpture park stretching across 400 acres (160 hectares).

"No touching, no climbing, no dogs," it admonishes visitors to the mammoth outdoor artworks — David Smith and Alexander Calder, a new Richard Serra, an even newer Magdalena Abakanowicz and many more.

That sign will also greet the large numbers expected to arrive after the recent opening of Mark di Suvero's first American museum exhibition in 10 years.

Pity the poor sign.

Di Suvero, 62, always intends his abstract work to be touched, climbed on and be companionable to dogs.

The work, titled "Old Buddy (For Rosko)," required a 35-ton crane and a six-man crew. This attitude about the accessibility of his art held true for his last major American show, mounted at Storm King 10 years ago, and for the one a decade before that, a 1975 retrospective at the Whitney Museum of American Art.

That show marked his return to the United States after five years of self-imposed European exile in protest against the Vietnam War.

Di Suvero has a tendency to change rules. Coming of artistic age in the 1950s, during the heyday of the second-generation New York School, he translated the gestural brush strokes of Franz Kline into three dimensions. He introduced urban debris and machine parts into his sculpture, then pared down his style under the influence of Minimalism. By adding kinetic parts to frankly used materials, he created pieces that redefined time as well as space.

Although the art world had acknowledged di Suvero as a modern master of monumental sculpture in the line of Julio Gonzalez and David Smith, his work had faded somewhat from general awareness during the last few years. But a renewed appreciation of mid-century art has rekindled interest in his continuing contribution.

His second show at the Larry Gagosian Gallery in New York City is currently on view. Organized with his longtime dealer Richard Bellamy, it is clearly an attempt to

put the artist's work back at the center of the Manhattan art scene.

Soon di Suvero will be leaving for Venice to install seven works in public spaces throughout the city in conjunction with the Biennale, which begins June 7. Simultaneously he is helping to prepare an exhibition for Socrates Sculpture Park, another massive project of his devising, in Long Island City, Queens.

Change is a constant in the work of this bearded, blue-jeaned artist. "He's one of the few very serious sculptors who continues to change within the terrain he has mapped out as peculiarly his own," said Lynn Cooke, an art critic and the curator of the Dia Center for the Arts in Manhattan.

That terrain is visible at Storm King, where 15 of di Suvero's large and small sculptures made from a characteristic assortment of I-beams, industrial artifacts, cut-and-welded steel and recycled timbers are displayed inside and out of doors.

**T**WO new fields have been carved out and reseeded to accommodate the grand sprawl and dynamic juxtapositions that di Suvero requires. "It's like a gigantic game of free-form chess," he said. "Not enough art teaches people to flex their imaginations, to dream. You should go for your dreams."

The other morning, di Suvero painstakingly arranged his enormous pieces for 360-degree contemplation, directing his Storm King crew, signaling a crane operator from a swaying cherry picker, or clambering around high off the ground.

Visitors are also encouraged to look at the sculptures' intricate insides from underneath. Each is positioned to redefine its surroundings and to harmonize with the Hudson River landscape.

When not monitoring the installations, he studied various components still lying on the ground awaiting transformation into such sculptures as the bright-orange "For Beppe" or the tall-tale-telling "Johnny Appleseed."

"This is a steam-shovel bucket," he said, "and here's a pasteurizer from a dairy, and that's the undercarriage of a locomotive." Like much of the material he uses, these objects attest to di Suvero's romance with the industrial past.

But what they are is far less important to him than what they do. "What these things

are is not the essential part," he said. "It has to do with the spaces, the spaces in between."

Those spaces are animated "by Mark's humanism," said Ealan Wingate, the Gagosian curator in charge of the show there. "It's telling that his favorite type of literature is poetry. His works are not theoretical. At a time when most current art is about the frailty of life, his work is about making the improbable happen. It's heroic, grand."

David R. Collens, Storm King's director, added: "This is not a large exhibition, but the effort is enormous. Work had to get here from three different studios."

In addition to the studios that di Suvero maintains on a former pier in Long Island City and in Petaluma, California, he still has a workplace in Chalon-sur-Saône, the small French factory town that welcomed him for part of his European self-exile.

Although arrived at through improvisation rather than preliminary models or drawings, his work reflects a thorough knowledge of engineering, physics, metalworking and weather conditions that di Suvero has accumulated since 1960. Many of his pieces have parts that move with a breath of wind or a flick of a finger.

It was in 1960 that the art critic Sidney Geist declared the young artist's debut at New York's Green Gallery "a historical moment."

It was also the year that he had a near-fatal accident: while delivering lumber, he was crushed on an open elevator that failed to stop. Through force of will, he disproved his doctors' prognosis that his broken back and broken left leg meant he would never walk.

Left with a limp and in constant discomfort, he is more than ever attracted to danger and risk, to maintaining a punishing schedule, to setting up shop in a Queens neighborhood that he proudly describes as violent and unsafe.

Di Suvero's defiance, like his passion for living on the water, is bred in the bone. Born in Shanghai, he is the son of a Jewish, anti-Fascist naval officer from Venice who left Mussolini's Italy with his family for China. When the Japanese invaded, he immigrated to California.

The industrial steel his father sold in Shanghai, and the city's soaring, mystical Buddhist temples, influenced di Suvero's art. His Venice Biennale commission will be a significant homecoming.



Matisse's "La Pose Hindoue" sold for \$14.8 million at Sotheby's, an auction record for the artist.

## A Sea Change in the Art Market

International Herald Tribune

**N**EW YORK — This week's Impressionist and Modern art auctions here have demonstrated the most far-reaching change in the art market since the crisis of 1990.

Were it not for the simultaneous appearance of two fairly substantial collections, formed more than four decades ago and consigned by the heirs of the collectors, the extent of the transformation might not have been brought to light so glaringly. The two collections had the advantage of being made on the basis of aesthetic preference, not by dealers pandering to current fashions or, worse, unloading unwanted pictures propped up by speculative reserves.

What these "natural" conditions revealed is the uncompromising shift of focus from

nor interest were decidedly no longer in favor.

But when it came to 20th century masters, works that seem irrelevant to the hard core of their work could not have been received with greater enthusiasm. Of all the prices paid this week, none is quite as surprising as the \$29,152,500 for Picasso's portrait of his friend Angel Fernandez de Soto. Painted in 1903 in a realistic style, it bears no relationship to the blue period stylization. The dominant color is blue, but that is hardly enough.

Then there was Matisse's "La Pose Hindoue," showing a woman with legs crossed, painted in 1923 in the artist's Fauve-derived manner. It is flat and bland. Few connoisseurs would have thought that this might become, at \$14,852,500, the most expensive Matisse ever sold at auction. Another Matisse, of 1925, showing a young woman at the piano, brought a more moderate \$5.5 million. As Simon de Pury brought to a close the session in which the total sold exceeded \$65 million, there was no doubt that 20th century art had done it for Sotheby's.

On Tuesday, a second and difficult evening sale at Sotheby's, skillfully handled by David Nash, whose very English manner, considerate to the bidder, helped rescue the performance from disaster, provided convincing evidence of the abrupt fall of second-rate Impressionist art.

A passable Pissarro landscape done in 1900 sold for \$552,000, well below the estimate, and another Pissarro landscape dated 1872 fell unsold at \$275,000, eliciting no response. The same fate was meted out to a pastel by Degas of a woman drying herself after the bath. Confused and clumsy, it crashed at \$900,000, far below the estimate.

Another telling failure affected Toulouse-Lautrec's "Le Baiser." The scene of two women embracing in bed, painted on cardboard, was consigned by Maurice Rheims, a former French auctioneer. With an unwritten estimate of \$4 million, it

stood no chance. Where 19th century art is concerned, over-estimation means instant death.

Not even an alluring provenance from a collection formed decades ago makes a difference, as could be seen when the paintings from the estate of Mrs. John Barry Ryan came up. An ambitious but not very good landscape of 1877 by Pissarro dropped dead at \$875,000. And at \$475,000, so did Monet's seascape painted at Bordighera in 1884, making the \$1-to-\$1.5-million estimate look a bit silly. The contrast it formed with the vastly superior \$3.74 million view of Vernon with a Gothic church sold immediately before may well have finished off the seascape.

The pranks of yore, performed by newcomers with no knowledge of art, seem to be a thing of the past. At the same time, the new market can display extraordinary vigor. Christie's Wednesday night sale of the pictures bought long ago by Ralph and Georgia Colman proved it beyond any doubt. This was a true collection. Every picture had been chosen with a knowing eye. And every single one of them sold — unheard of in recent years.

Christie's was clever enough to persuade the consignors of the advantage of a "global guarantee." This, as Christie's chief executive, Christopher Davidge, confirmed, is "usually between 60 and 90 percent of the low estimate." The moment some top works go for high prices, the auctioneer is in a position to make concessions on the weaker ones that might carry excessive estimates. Christopher Davidge, conducting the auction, did exactly that.

Minutes after an outstanding interior scene painted by Vuillard in 1892 soared to \$1,542,000, Burge allowed another Vuillard, tiny and confused, to go for \$16,100, one-third of the low estimate. The

next lot was Miró's abstract composition of 1940 in gouache on paper, titled "La Poetesse," which set the world record for any work on paper by the artist at \$4,732,500.

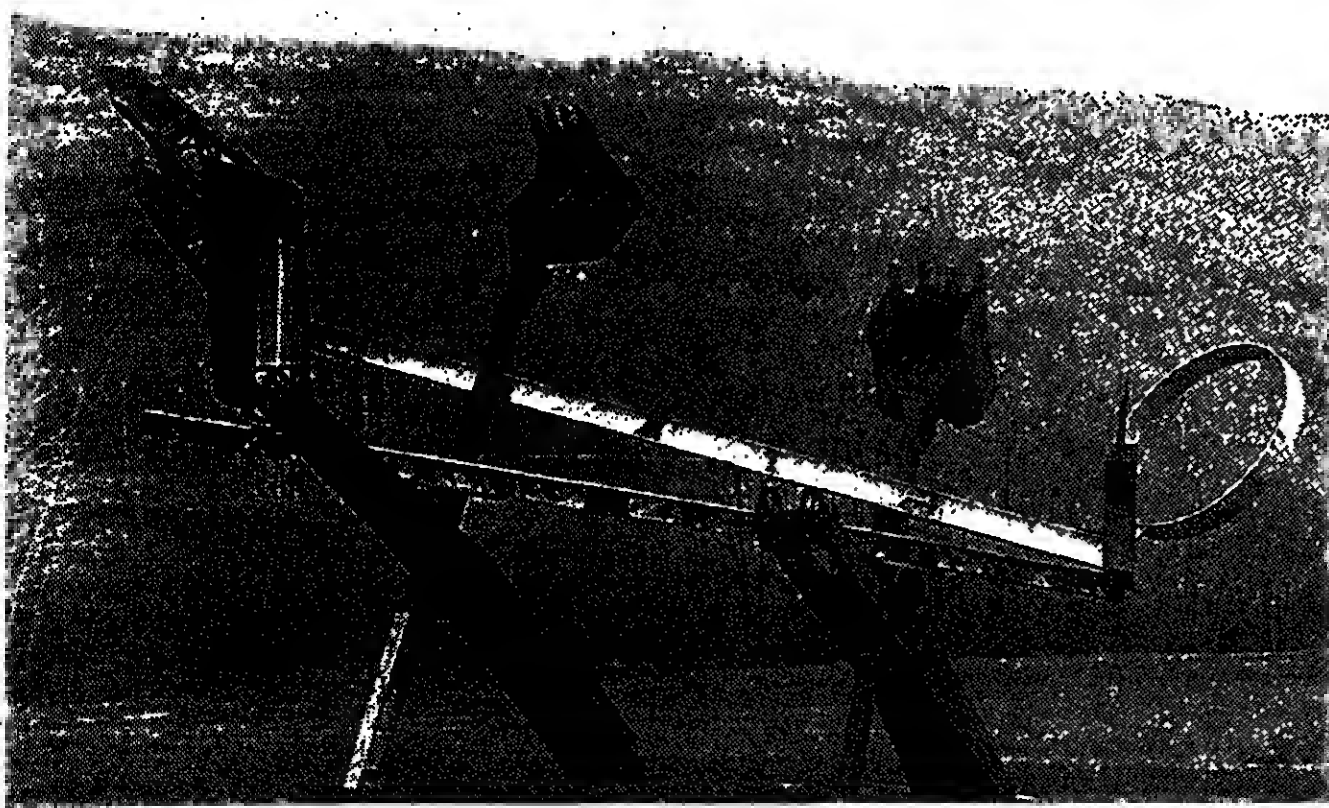
Whereupon Burge had no compunction in letting a third Vuillard scene, quite dark, go for \$46,000, well below the low estimate, and a Bonnard still life, pleasing but rather empty, sell for \$530,500, half the low estimate.

All this gave the sale an authentic flavor. As old auction buffs gradually realized that little attempt was being made to push up prices, they waxed enthusiastic.

**B**ids started coming from every side and dealers plunged into the fray. Stephen Hahn of New York bought Dubuffet's "Facades d'immeubles" for \$1,322,500. Viktor Beyeler of Basel pursued Miró's "Au Cirque" (\$1,927,500) and Dubuffet's "Le gai savoir" from the "L'Hourloupe" series (\$662,500), which he had sold to the Colins in 1964. David Nehmad of Geneva looked as pleased as punch when he landed a \$662,500 Cubist still life painted by Juan Gris in 1915.

This giddy atmosphere of regained freedom played no mean part in scolding sky-high Modigliani's portrait of a woman in the nude seen three-quarters. At \$12,432,500, the 1917 picture, far from being the painter's greatest, now holds the record for the artist. That night, the art market looked like a long ailing patient restored to health by a miracle drug. It continued Thursday night when a Picasso, vaguely inspired by Leonardo's Madonna and Child, which was consigned by Pamela Harriman, the U.S. ambassador to Paris, brought an astounding \$11,925,000.

Will the lesson be heeded?



Mark di Suvero's "Johnny Appleseed" at the first museum exhibition of his monumental sculpture in a decade.

## BOOKS

### PLAY IT AGAIN

By Stephen Humphrey Bogart.  
240 pages. \$19.95. Forge.

Reviewed by  
Kinky Friedman

**S**TEPHEN Humphrey Bogart's first novel, "Play It Again," comes out of the chute looking like a winner. The characters feel real, the dialogue is killer bee, and, for better or worse, the book smells like New York. Possibly more important, the book satisfies Raymond Chandler's famous criterion for all good fiction: "It creates the illusion of life."

R.J. Brooks is a sleazy Manhattan "matrimonial detective" who makes a living popping Polaroids of people he catches in the act of covering their neighbor. He is not one of life's winners but he almost becomes one by adhering stubbornly to his own rather peculiar morality. There's a bit of Robert Parker's Spenser in R.J. Brooks, and a dollop of John D. MacDonald's Travis McGee, not to mention, of course, a healthy bit of Philip Marlowe. But R.J. is ultimately his own man, and therefore, a welcome new character on anybody's crime scene.

In "Play It Again," it is the bizarre, theatrically staged murder of Brooks's aging screen-star mother that gets him out of his normal ennui and sets him on the torturous trail of his mother's killer.

In attempting to stay one step ahead of this method-acting, serial-killing psycho, Brooks finds himself encountering other, equally agonizing ghosts

from his own past.

While Bogart's prose is smart, funny and up-to-date, at times it seems to also attain a grainy, almost ruthless quality, redolent of another era. There is a soul-searching, simplicity about this author's style that combines with possibly rarer, harder-to-trace elements to make this mystery novel more than a mystery novel.

Although Bogart's work may someday make it to the screen, it should be noted that, much to his credit, he writes in black and white. The following is the author's succinct description of R.J.'s state of mind as he sits in a bar struggling with his demons: "He couldn't remember the last time he'd had a drink. But then, he couldn't remember the last time his mother had been killed either."

As the serial killer slowly scallops Brooks with a sharp and bloody sword, he tells the detective how he began his murderous career. "I learned very early about my special tal-

ent," he says. "Pets always seem more important to people in trailer parks, have you noticed?"

"Play It Again" offers the reader what every good mystery novel should — a sense of resolution that, unfortunately, life itself rarely provides. With this book and this author, that sense of resolution seems doubly manifest. For Stephen Humphrey Bogart, as any good mystery reader might divine, is the only son of Humphrey Bogart and Lauren Bacall. His tal-

ent, toughness and charm, however, are uniquely his own, and they should shine brightly in the pale critical light of what we call modern fiction.

Yet, it's also worth noting, perhaps, that the apple doesn't fall far from the tree. Even if the tree has fallen down.

Kinky Friedman, whose most recent mystery novels are "Armadillos & Old Lace" and "Elvis, Jesus & Coca-Cola" wrote this for The Washington Post.

## INTERNATIONAL CLASSIFIED MARKETPLACE

- Monday International Recruitment
- Tuesday Education Directory
- Wednesday Business Message Center
- Thursday International Conferences and Seminars
- Friday Real Estate Marketplace, Holidays and Travel
- Saturday Arts and Antiques

Plus over 300 headings in International Classified Monday through Saturday  
For further information, contact Fred Roman in Paris:  
Tel: (33-1) 41 43 93 91 - Fax: (33-1) 41 43 93 70.

**Herald Tribune**  
THE WORLD'S DAILY NEWSPAPER

**NEW AUTHORS**  
PUBLISH YOUR WORK  
ALL SUBJECTS CONSIDERED  
Authors World-wide invited  
Write or send your manuscript to  
MINERVA PRESS  
2 OLD BROMPTON RD. LONDON SW7 7SD

It's easy to subscribe  
in Great Britain  
just call toll-free  
0 800 89 5965

## auction sales

IN FRANCE  
PARIS

**DROUOT RICHELIEU**

9, Rue Drouot, 75008 Paris - Tel: (1) 48 00 20 20.

Monday, May 22, 1995

**Rooms 5 & 6 at 2:15 p.m.** — 18th and 19th Cent. FURNITURE AND OBJETS D'ART. Experts: MM. O. Le Puel and R. de L'Espee. On view: Saturday, May 20, from 11 a.m. to 6 p.m. — Monday, May 22, from 11 a.m. to 12 a.m. Etude TAJAN, 37, rue des Mathurins, 75008 PARIS. Tel: (1) 53 30 30 30 - Fax: (1) 53 30 30 31. In NEW YORK please contact Kety Maisonneuve & Co. Inc. 16 East 65th Street, fifth floor, N.Y. 10021. Phone: (212) 737 35 97 - 737 38 13 - Fax: (212) 851 14 34.

Tuesday, May 23, 1995

**Room 9 at 2:15 p.m.** — WEAPONS AND HISTORICAL SOLAENIR. Experts: AL J.-P. Duchiron, M. R. Mouillet. On view: Monday, May 22, from 11 a.m. to 6 p.m. — Tuesday, May 23, from 11 a.m. to 12 a.m. Etude TAJAN, 37, rue des Mathurins, 75008 PARIS. Tel: (1) 53 30 30 30 - Fax: (1) 53 30 30 31. In NEW YORK please contact Kety Maisonneuve & Co. Inc. 16 East 65th Street, fifth floor, N.Y. 10021. Phone: (212) 737 35 97 - 737 38 13 - Fax: (212) 851 14 34.

## Dining Out

<p><b>NEUILLY-SUR-SEINE</b></p> <p><b>FOC LY</b> The most popular Chinese restaurant. New dishes &amp; new menus for lunch including one steamed chicken. Children's menu from 7.50 to 12.00. 43-45, rue de la République, 92100 Neuilly-sur-Seine. Tel: (1) 47 83 27 12, near Eiffel Tower.</p>	<p><b>PARIS 6th</b></p> <p><b>YUGARAJ</b> Housed on the last Indian restaurant in France by the leading guide, just renovated. 14, rue Dauphine. Tel: (1) 32 26 44 51.</p>
<p><b>PARIS 1st</b></p> <p><b>CARR'S</b> FRENCH/IRISH cuisine. Weekend brunch 7.50. Open 7/7. 11, rue de la Harpe, 75001 PARIS. Tel: (1) 47 05 49 75. Near Invalides Terminal.</p>	<p><b>PARIS 7th</b></p> <p><b>THOUMIEUX</b> Specialties of the South-West. Confit de canard &amp; cassoulet on cassis de canard. Air conditioned. Open every day 7.00. 70, rue St-Dominique. Tel: (1) 47 05 49 75. Near Invalides Terminal.</p>
<p><b>PARIS 2nd</b></p> <p><b>AUX LYONNAIS</b> Traditional bistro cooking in authentic 1900 decor. Excellent wines &amp; mineral waters. 37, rue St-Marc. Tel: (1) 46 20 65 04.</p>	<p><b>PARIS 15th</b></p> <p><b>LE WESTERN</b> The Reference for lovers of the American West with American &amp; Tex-Mex specialties. Party Express Menu including a choice of starters and main courses with coffee and brownies. (P. 150 lunch &amp; dinner). Paris Hilton 18, av. Suffren. Tel: 44 38 50 00.</p>
<p><b>PARIS 6th</b></p> <p><b>LE PETIT ZINC</b> The Famous Restaurant. Facing Eiffel St-Germain-des-Près. Traditional cuisine. Good value for money. Mentioned in every guide. 11, rue Saint-Benoit. Tel: 45 51 51. Open every day 11.30 a.m. to 2.00 a.m.</p>	<p><b>PARIS 17th</b></p> <p><b>AL GOLDENBERG</b> Mediterranean - Persian - Cream cheese bagel and low homemade - Cheese cake &amp; all the real Jewish specialties. 97, av. de Wagram. Tel: 42 27 34 79. Every day up to midnight.</p>
	<p><b>VIENNA</b></p> <p><b>KERVANSARAY</b> Turkish &amp; Balkan specialties. Modern bar, best seafood restaurant. 1st floor, Mollerei 2. Tel: 5128843. Air conditioned. 80m. Open. Noon 3 p.m. &amp; 6 p.m. 10 a.m. except Sunday. Open holidays.</p>



## EDITORIALS/OPINION

# Herald Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

## A Bargain for the World

The planet is a safer place because more than 170 nations agreed on Thursday to extend the Nuclear Nonproliferation Treaty, indefinitely and unconditionally. This bargain between the five acknowledged nuclear countries and most of the rest of the world benefits everyone, containing the spread of nuclear arms and assuring the transfer of civilian nuclear technology under safeguards.

Special praise is due to the Clinton administration, which worked hard for renewal, and to the conference president, Jayantha Dhanapala of Sri Lanka, who made sure differences over details never overwhelmed the common goal.

The five overt members of the nuclear club — the United States, Britain, France, Russia and China — and the scores of countries that do not have nuclear weapons, came to the conference roughly balanced in bargaining power. The club has pledged to withhold even civilian nuclear technology from countries that refused to adopt the treaty's safeguards. But the willing agreement of the non-nuclear countries was important, too. The nonproliferation treaty has no formal enforcement mechanisms and relies on the good faith of countries that voluntarily commit themselves not to develop nuclear weapons.

That is why Mr. Dhanapala rightly held out for a broad consensus, even after a majority of votes had been lined up for extension. In exchange for extending the treaty without conditions, the nonnuclear states got formal but nonbinding commitments to hasten nuclear disarmament. These need to be taken seriously, especially by Washington, which pressed so vigorously for unconditional renewal.

The commitments include setting a goal of next year to complete negotiations for a comprehensive test ban treaty and an agreement to begin negotiating a new ban on the production of fissile materials used to make nuclear explosives.

The full promise of the nonproliferation treaty, ratified in 1970, has yet to be realized. The five declared nuclear powers have yet to deliver on their pledge to negotiate nuclear disarmament. As many as eight new countries developed nuclear weapons. But without the accord the dangers would be far more menacing. All but three of the new nuclear powers — India, Israel and Pakistan — are now under the treaty's restrictions. France and China developed weapons outside the treaty, then signed. South Africa secretly developed nuclear weapons, then adopted the treaty and voluntarily dismantled its bombs. Iraq and North Korea are suspected of diverting nuclear material behind the backs of international inspection teams, but are now under international pressure to live up to their treaty commitments.

The nonproliferation treaty as it stands is far from perfect. Its scope needs to be broadened and its enforcement tightened. The compromises and assurances that secured its extension must now be fulfilled. But the review conference winding up in New York deserves the world's gratitude for approving a permanent constraint on nuclear multiplication.

— THE NEW YORK TIMES

## Summit of Frustrations

Boris Yeltsin told Bill Clinton the Russian army was conducting "no military actions" in Chechnya. Mr. Clinton did not confront the falsehood but merely said that others were "troubled greatly," adding some unmemorable strictures later in a speech Mr. Yeltsin did not attend. This was the single most important issue for Mr. Clinton to address in Moscow; it goes to the core question of the uses of power. In public anyway, he fell painfully short of conveying Americans' disgust with Russia's brutalities. One only wonders what Russians concluded of his seriousness on other topics.

This meeting, the Russian and American presidents' sixth, centered on security. Their respective political difficulties make this an unpromising moment to beam up a new post-Cold War order. Nonetheless, Russia is now to try out participation in NATO's Partnership for Peace and in a separate special dialogue with NATO. Washington hopes these half-steps will soften Moscow's still stout resistance to seeing some of the former Soviet satellite-turned-democracies tucked into the Western alliance. Regardless, President Clinton showed a commitment to expansion. It must proceed at NATO's, not Moscow's, chosen pace.

Russia continues to refuse to cancel the big nuclear reactor sales to Iran. But Mr. Yeltsin did agree to take one item especially helpful to weapons proliferation, gas centrifuges, off the export list and to submit the reactor question to review by the leaders' deputies. Mr. Clinton showed a similar concern for the other side's views in the matter of the Soviet-era treaty limiting conventional arms deployments in Europe. Respect the terms of the treaty, he said, and we will weigh the alternatives on our side.

Mr. Clinton can come off as a softy. But Chechnya distinctly aside, he held up the American end in Russia — and in Ukraine, where the United States supports emergence of a budding buffer state. Russia is, after all, a broken country still far from full repair. To push it harder poses a real chance of pushing it into the hands of the uglier nationalists. Then there is the troubled figure of Boris Yeltsin: A stronger democratic Russian president with more legitimate authority would provide Washington a sturdier interlocutor. Things are likely to be hard and frustrating with Russia indefinitely. The United States has to be firm and fair and in it for the long haul.

— THE WASHINGTON POST

## An Example From Bush

It always irritates the brass of the National Rifle Association when public figures in America talk sensibly about guns. In times past, the NRA has aimed its childish demagoguery at police chiefs who favor the assault-weapons ban and at Jim Brady, the former Reagan aide seriously wounded in the 1981 attempt on his boss's life, and his wife, for their advocacy of a waiting period on handgun purchases. Now they are accusing former President George Bush of acting badly in turning in his NRA card in disgust.

The president of the NRA, Thomas Washington, accused Mr. Bush of abandoning his "previous passion for justice and fairness for all law-abiding citizens."

In a wacky letter, Mr. Washington argued that upcoming hearings in Congress will provide evidence that employees of the Bureau of Alcohol, Tobacco and Firearms are the "jackbooted thugs" in "Nazi bucket helmets and black storm trooper uniforms" that an NRA fund-raising letter claims they are. On this basis, Mr. Washington argued, the former president should hold his resignation in abeyance.

It is a source of unending amazement that the NRA can speak such nonsense and still wield so much influence. It is a source of amazement that the NRA can speak such nonsense and still wield so much influence. It is a source of amazement that the NRA can speak such nonsense and still wield so much influence.

demonstrate their respect for their party's former leader by following Mr. Bush's example in resigning.

Mr. Bush's letter implicitly points up an important distinction that the NRA ignores in its unconscionable effort to depict federal agents as enemies of the law. The Bureau of Alcohol, Tobacco and Firearms has been beset with managerial problems. It has made errors of judgment in law enforcement. But as Mr. Bush points out, it insults both intelligence and the factual record to condemn ATF, Secret Service and FBI personnel as fascist thugs.

Slowly but surely, the rantings of Mr. LaPiere are driving reasonable people out of the organization.

Senator Ben Nighthorse Campbell of Colorado resigned last year, and Representative John Dingell of Michigan, an avid hunter, quit his seat on the board. They thus undercut the NRA lie that gun control represents a threat to people who want to use guns for target shooting and hunting. Richard Riley, a gun dealer who was NRA president from 1990 to 1992, predicts that other members will resign because the present leadership's extremist tactics have so damaged the NRA's image that "now we're cast with the Nazis, the skinheads and the Ku Klux Klan."

With the NRA convention starting in the next few days, this would be an excellent time for average citizens to follow Mr. Bush's leadership. So should those who want to follow him in office. Come on, Bob Dole, stand up for the "sense of decency and honor" defined by George Bush and turn in your NRA card too. Maybe then Senator Phil Gramm will get brave enough to cancel his speech to the NRA convention in Phoenix on May 20.

— THE NEW YORK TIMES

## There Is No Instant Democracy, for Russia or Others

By Max Jakobson

**HELSINKI** — Once again, as so often in history, the fate of Russia seems to depend on one man. Constitutional law reinforced by the weight of autocratic tradition concentrates power in the hands of the president. As a result any discussion on Russian politics tends to degenerate into an exchange of gossip and rumor about Boris Yeltsin — his health, his drinking, his cronies, his innermost thoughts: Will he last, will he run again in next year's election, can he win?

In other countries, too, pre-election talk is mostly about personalities. But in Russia speculation goes a step further: Will the presidential election take place in 1996 as scheduled, or will it be postponed to make sure Mr. Yeltsin stays in power?

This possibility presents Western governments with an agonizing dilemma. They hope Mr. Yeltsin will continue as president: He stands for stability. But a postponement of the election would be a severe setback to democratic reform, which the West is committed to support.

Obviously, there is no democracy without free elections held at regular intervals, as determined by law. But elections are no guarantee that democracy will prevail. In times of social turmoil and economic misery free elections may bring to power the enemies of democracy. This happened in Germany in 1933. It could have happened in Algeria in 1992. If the elections there

had not been canceled by the military. In Russia, too, a presidential election in 1996 could result in victory for the "red-brown" coalition of Communists and fascists, with disastrous consequences for democratic reform; whereas an extension of Mr. Yeltsin's mandate without an election might in the long run prove to be a better way to advance a democratic evolution in Russia.

None of this may happen. The election may be held as scheduled, and Mr. Yeltsin may win or be replaced by some solid figure like Prime Minister Viktor Chernomyrdin. But the dilemma raised by the possibility of a postponement will remain at the heart of Western policy: democracy or stability, ideology or national interest?

In the first flush of optimism after the fall of the Berlin Wall, the choice seemed clear. A reversal of roles took place between East and West. It used to be the Soviets who claimed that their system was the wave of the future. Now the West believes it has a formula for success of universal validity: Democracy plus market economy equals political stability and economic prosperity.

A grand design for a Europe united on the basis of common values was outlined in the Charter of Paris, issued in November

1990 by the Conference on Security and Cooperation in Europe. Peace and security, according to the charter, will be assured once all European nations have adopted the Western system of democracy and market economy.

Ever since, the objective of Western policy has been to integrate the countries of the former Soviet empire, including Russia itself, into the Western political and economic system. It follows that we tend to judge Russia by its progress, or lack thereof, toward that goal.

Now, however, even reform-minded Russians tell us not to expect a smooth transition to democracy. Russia is different, they say, the Russian national character is not like that of other European peoples. President Yeltsin himself has used expressions like these in his speeches.

One could also argue that Russia is no different from others. No country has ever been able to acquire a system of parliamentary democracy and market economy off the peg, as it were, like buying a ready-made suit; it has always required a long evolutionary process. In Russia such an evolution has hardly begun.

Russia does have one foot in the open market, but the other foot is stuck under the heavy weight of old structures. The country straddles two worlds, shifting its weight from foot to foot in response to conflicting pressures, outside and inside.

The West has showered upon the Russians good advice on how to solve their economic problems, but no outsider can help them tackle the root cause of their present misery — the collapse of public morality. Macroeconomic indications may be pointing upward, but they do not measure the extent of criminal activity and corruption, the decay of the social infrastructure, the consequences of ecological neglect, or the depth of despair and cynicism among the Russian population.

According to a recent analysis by Sir Rodric Braithwaite, former British ambassador to Russia, "There is a reasonable prospect that over the next generation or so Russia will establish viable and durable democratic institutions and practices." Sir Rodric is counted as an optimist among experts on Russia.

A generation or so is a short period in history, but hardly an operational time frame for today's policymakers. Perhaps they should take a leaf out of the Soviet book. The Communist leaders were, or pretended to be, totally convinced of the ultimate victory of their system; but in the meantime they were prepared to deal with the capitalist countries in accordance with the national interests of the Soviet state.

The writer is a former Finnish ambassador to the United Nations. He contributed this comment to the Herald Tribune.

## Victories in Hot War and Cold, but There Is Still No Time to Strut

By Stephen S. Rosenfeld

**WASHINGTON** — Modesty becomes winners. Still, winners are permitted at least brief bouts of self-recognition and self-acclaim, holidays from their new cares. More than pride is at stake. It is healthy to have rituals that draw on truth and memory to create a public legacy of what matters and what needs to be sustained in the life of a nation. For the United States, this is a rich season.

The 50th anniversary of the Allied victory in World War II, coming as we are still absorbing the collapse of communism in the Soviet empire, provides Americans an extraordinary occasion to celebrate the power and virtue of the country. To have helped bring an end to the systems of Hitler and Stalin is one achievement. To have done this and remained decent and democratic and still widely sought after as a stabilizing force and leader in the world is no less notable.

Not that America's 20th-century passage has been free of costs

or errors. The shortcuts taken on civil liberties at home, the dictators expediently propped up abroad: These are among the excesses of the struggle against the two great modern tyrannies. It required a wrenching turn from pre-World War II isolationism to the permanent burden of international preeminence.

Nor has everyone agreed that this transformation was fundamentally for good cause. Along with the 20th century pattern of acquiring and applying power, there is a longer tradition of suspicion of the uses of American power. These currents rub. I would say we Americans are fortunate to have a measure of consciousness, ensuring inquiry and debate, built into our history and our national value system. But I would expect, too, that our conduct over time can withstand the intense scrutiny Americans inevitably will give to it.

On World War II, a broad consensus holds that American sacrifices were obligatory, purposeful and fulfilling. This is why at my house we put the flag out on V-E Day. A debate continues on such special events as the nuclear bombing of Japan. But while that event is part of World War II, the debate itself — raking over the characteristically American anxiety about the legitimacy of power — properly belongs to the controversies of the Cold War.

Of the Cold War, Fareed Zakaria, managing editor of Foreign Affairs, speaks for many: "In fact, America has wielded its power abroad in extraordinarily benign ways. While it was occasionally tempted into such foolish and costly adventures as the Vietnam War, for the most part it used its strength to rebuild Western Europe and Japan, guaranteed their security against the Soviet threat, helped create a stable

and open world economy, and sponsored hundreds of programs that tried to aid poor countries. Had the U.S. not wielded so much power for the past 40 years, the world would look very different today. If the U.S. does not play an important international role over the next 40, the world will look distinctly uglier."

A contrary view that the Cold War was either unnecessary or largely the American fault, in its execution if not in its conception, has its vigorous advocates. But this view is now encumbered with the flow of confessions and revelations of Soviet provocation emerging from the Moscow archives.

There are still other sorts of evidence indicating the dimensions of America's international progress. The fact is that there is no threat on the world horizon of anywhere near the scale of the German and Japanese or Soviet threat of the day. One relevant index: The Russian defense budget seems now to have fallen to less than 10 percent

of the American. Security problems do not come wholesale anymore. They come retail — nasty and vexing but small and singly.

Profound changes of governance are upon us, arising in the first instance from the international transformation. It has been said that American hard-liners from Richard Nixon to Ronald Reagan made the world safe for more ambivalent figures like Jimmy Carter and Bill Clinton.

You could add that the essentially bipartisan policy the United States has pursued for more than a half century has succeeded and made the world safe for a diminution of executive power and of the huge budgets of wartime practice.

It seems fitting that World War II's last great commemoration by its participants fell in the very days that a new Congress proposed a revolutionary budget to restrict the federal role in society and to restore balance. Winning means new challenges, not strutting.

The Washington Post

## Bringing Balance to U.S.-Japan Trade

By Robert Kuttner

**WASHINGTON** — In 1983, a commissioner of the European Community, Sir Roy Denman, proposed that the Community and the United States jointly take a very hard line on Japan. Sir Roy wanted a broad complaint to the General Agreement on Tariffs and Trade, or GATT, characterizing the entire Japanese system as an assault on free trade.

Washington wanted none of it. The EC approach, one official warned, would be "ganging up on Japan," instead, the United States launched the Uruguay Round of trade negotiations, in the hope of creating a stronger trading system.

Now the Clinton administration, in effect, has embraced Sir Roy's plan. After 20 months of fruitless negotiations over Japan's enormous imbalance in auto trade, Washington plans a two-part strategy.

The United States will complain to the new World Trade Organization that the entire Japanese system for building, selling, distributing, inspecting and registering cars is biased in favor of exports and against imports. While the complaint is pending, Washington will

impose penalty tariffs on about \$5 billion of Japanese exports.

Fully 60 percent of the immense Japanese trade surplus with the United States is autos and parts. To the casual observer, the surplus simply reflects the fact that the Japanese make superb cars. But Japan's system isn't just biased against Cherys; it is also biased against Korean Hyundais. A closed system of auto dealerships makes it all but impossible for independent dealers to gain a foothold in Japan's market.

Japanese automakers price cars more expensively at home to subsidize cheap sales abroad. The yen keeps going through the roof, but not the U.S. sticker prices of Japanese cars. Moreover, while Toyota, Nissan and Honda assemble some models in the United States, at comparable quality to home production and at lower cost, the Japanese companies bring those cars back to their home market only in token numbers.

The administration complains that Japan's automakers refuse to buy auto parts based on quality and price, but systematically fa-

vor Japanese producers. There are interlocks between Japanese automakers and their suppliers. Parts manufacturers sell to auto companies at cost or below, then make up the difference by gouging consumers in the spare parts market. Independent parts makers cannot join the club.

The auto case is emblematic of the entire Japanese system. Japan resists imports in myriad, often impenetrable ways. This raises prices for Japanese consumers, but guarantees their jobs. Over time, as Japan captures export markets, Japanese living standards rise, though not via a true free market.

This is why the rising yen and falling dollar will never fix Japan's trade surplus. In theory, as the yen rises the prices of products imported into Japan should get steadily cheaper, increasing their sales and bringing trade back into balance. But in practice, foreign producers either cannot get into Japan or their prices are kept artificially high. The United States, with generally open markets, keeps buying imports and running big trade deficits, making the dollar cheaper.

As the trade conflict heats up, Washington and Tokyo each face



Eclipse.

an irony partly of its own making. Washington, with great fanfare, sponsored a new World Trade Organization — which may prove inadequate to the challenge of opening closed markets. And Tokyo, by resisting even partly free trade, may bring down its economic system. Japan could end up with a chronically overvalued currency, a consumer revolt and sanctions by its trading partners.

The WTO does not cover trade disputes that result from private actions. If Japanese automakers collude to keep out imports, the Japanese government can disclaim responsibility.

Nor is the WTO a true court. Its dispute resolution panels do not follow rules of due process. They meet in secret session, and lack the resources to perform their own investigations. They cannot impose penalties, but authorize the winning party in a dispute to levy its own penalties. The WTO could well find that

it lacks jurisdiction over Japan's restrictive auto practices — but that the U.S. penalty tariffs are a clear violation of its rules. That would leave Washington in the awkward position of acquiescing — or disavowing the WTO.

Tokyo, however, has more to lose from a trade war, since Japan is so dependent on exports. Ultimately, it is not Japan's protectionism that has made it a wealthy country, but its highly efficient system of production. To save that system, Japan needs to share its high productivity with Japanese consumers — and its markets with foreign competitors.

Free trade has to be a two-way street. Japan benefits immensely from its free access to U.S. markets, and President Bill Clinton is right to demand the same of Japan. In the end it will not be the feeble WTO that brings sympathy to the U.S.-Japan trade relationship, but American resolve.

Washington Post Writers Group

## Unfriendly to Israel? Come Again?

By A. M. Rosenthal

**NEW YORK** — It has come to pass that I have been judged no friend of Israel nor of peace in the Middle East.

This came as a surprise to me. But there it is, not my verdict but plainly that of the Rabin government about people like me.

Its officials say that Americans who support some ideas that I find sensible cannot be friends of Israel, and are conspiring to destroy their negotiations with the Palestine Liberation Organization and Syria. Who are we to question their wisdom? But since so many Americans and Israelis, find themselves in the unfriendly category, it is worth noting the ideas that the Israeli government decides make us outcasts. Usually the top sin is suggesting that the Oslo agreement with the Palestinians was a conceptual botchup by Israel.

Palestinians know what they want to come out of the current talks: independence and Jerusalem. Then, later, smartly on to their unconcealed next stage: the return to and of Israel.

The botch maker is that Israel does not really say what it wants

would be to demand total independence and Jerusalem.

Now, Americans, Jews and non-Jews, find themselves judged unfriendly simply because they have incorrect thoughts about certain policies of their own country.

1. Any suggestion that Congress look into how the PLO has carried out its promises.

Already convicted, I confess. I think that before Congress authorizes another \$500 million or so to the PLO, it should order a report on what Yasser Arafat has done with the hundreds of millions he received not only from donor nations but from Western companies that signed contracts with the PLO and paid the customary Middle Eastern commission. How much of that money do PLO leaders have in European bank accounts? How effectively has the PLO lived up to its promises to end terrorism?

2. Very unfriendly: demands by Americans for discussion on Israel's hope to have U.S. troops stationed on the Golan Heights when it is turned over to Syria.

3. Congressional moves to switch the U.S. Embassy from Tel Aviv to Jerusalem by 1997.

Ever since Israel became independent, almost every country, including the United States, has refused to put embassies in its capital, Jerusalem. Wouldn't you think Israeli officials would hug themselves with pleasure about such powerful support? Foolish person, you. The Israelis and the U.S. government say it would destroy the peace talks to move the embassy and recognize that Jerusalem is Israel's capital.

Another novel approach — don't give us the Jerusalem recognition we have wanted, because the Arabs think it would weaken their claim to Jerusalem as their capital. Again? Why wouldn't it help peace to reduce Arab expectation of Jerusalem?

Something is wrong here. And something is even more wrong about the Israeli camp: to insult American politicians and other supporters of Israel who have ideas that do not coincide with Labor's negotiating tactics.

So be it — one day we unfriendlies will be invited to dance again, in Washington or Jerusalem, forgive the word. Meantime, the Rabin government is at least destroying one important pillar of anti-Semitism — the belief that all Jews are smart.

The New York Times

## IN OUR PAGES: 100, 75 AND 50 YEARS AGO

### 1895: Touché and Go

**MADRID** — A duel to the death was to have been fought yesterday [May 11] between two well-known fencing masters and the parties duly met on the field of honor. Only a few passes had taken place when one combatant, the man who had given the offense, was seized with terror, screamed out that his adversary was trying to kill him and finally ran away.

### 1920: German Violations

**NEW YORK** — The United States is watching closely, although unofficially, Germany's failure to live up to the Treaty, particularly regarding disarmament. The most serious non-compliance relates to the reduction of military effectiveness, in keeping a force of 250,000, although the Treaty provides only 100,000 by July 10. Reports

show that Germany has not destroyed more than a quarter of the amount of guns and ammunition required by the Treaty, and has also violated the provision against exporting munitions. It is understood that Germany has not divulged the secrets of manufacturing gas and other munitions required.

### 1945: Closing In on Naha

**GUAM** — What appeared to be the final American drive for complete possession of Okinawa, waged today with hand-to-hand fighting between the Japanese defenders and four divisions of the United States 10th Army, two of which are made up of marines. The offensive, which opened yesterday [May 17], most powerful of the forty-one-day-old campaign — carried the Marine 6th Division to within half-a-mile of Naha, the island's capital.



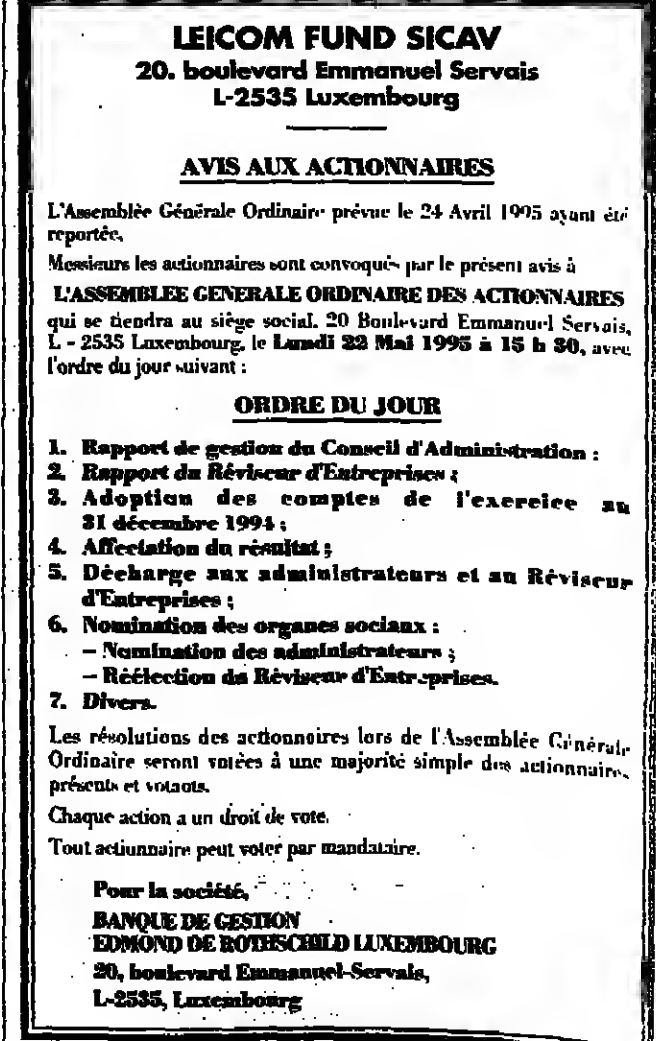
International Herald Tribune  
KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER

Richard McLean, Publisher & Chief Executive  
John Vinocur, Executive Editor & Vice President

• WALTER WELLS, Jr., Editor • SAMUEL A. B. KATHARINE KNORR and CHARLES MITCHELLMORE, Deputy Editors • CARL G. WYRTZ, Associate Editor • ROBERT L. DONAHUE, Editor of the Editorial Pages • JONATHAN GAGE, Business and Finance Editor • RENÉ BONDY, Deputy Publisher • JAMES McLEOD, Managing Director • JUANITA CASPARI, International Development Director • DIDIER BRUN, Circulation Director  
Directeur de la Publication: Richard D. Sullivan  
Directeur Adjoint de la Publication: Katharine P. Pearson

International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France.  
Tel.: (1) 41 43 93 01. Fax: (1) 41 43 92 10. Adm.: (1) 41 43 92 12. Internet: IHT@newyork.rrn.com  
L'hebdo pour vous: Michael H. Goodman, 50 Chambers St., New York, NY 10007. Tel: (212) 477-2788. Fax: (212) 477-2344  
Pour l'Europe: John D. Kennedy, 50 Chambers St., New York, NY 10007. Tel: (212) 477-2788. Fax: (212) 477-2344  
Gen. Manager: T. Schiller, Franklin 15, 6021 Frankfurt, Tel: (49) 69 72 67 31. Fax: (49) 69 72 23 11  
Printed by Michael C. Jones, 80 Third Ave., New York, NY 10003. Tel: (212) 32-5800. Fax: (212) 32-5803  
U.S. Subscription Office, 43 Lane Ave., London W22, Tel: (44) 181-438-4892. Fax: (44) 171-240-2254  
U.S. and Canada: 1,200 (1-800) 828-6886. Outside U.S. and Canada: 1,200 (1-800) 828-6886  
© 1995 International Herald Tribune. All rights reserved. ISSN: 0244-9922











# Beset by Strikes, Chief Resigns From Air Inter

Compiled by Our Staff From Dispatches

PARIS — The head of the French domestic carrier Air Inter quit Friday after a spate of strikes by workers fearful of a plan to merge Air Inter's European operations with those of Air France, its sister company.

Michel Bernard's resignation, effective immediately, is the second by an Air Inter chief executive in two years.

In late 1993, former chief executive Jean-Cyril Spinetta quit after a dispute with Transport Minister Bernard Bosson over the way the airline should be opened to competition.

Mr. Bernard, who took over after Mr. Spinetta left his post, told Mr. Bosson on April 25 that he wanted to leave his post. Mr. Bosson accepted the resignation Friday, the transport minister's office said. Mr. Bosson had asked Mr. Bernard to wait until after the final round of voting in the presidential election on May 8.

"Air Inter has been through one of the most difficult periods in its history recently," the company said. "The succession of social conflicts in March and April has weakened the carrier considerably and transformed its image in clients' eyes."

Mr. Bernard's tenure has been difficult, as France has begun opening up to competition many routes that were once served only by Air Inter, which is state-owned.

The introduction of competition has put Air Inter under pressure to bring down costs and increase its efficiency.

Air Inter has suffered seven strikes since the beginning of April by union members protesting a plan to cut 600 jobs at the carrier.

Employees are also angry about a plan by Christian Blanc, the chairman of Air France, to merge Air Inter's European operations with those of Air France.

Air Inter is principally a domestic French carrier, but in recent years has also developed some European routes. Mr. Blanc's plan to merge the two carriers' European operations by 1997 is meant to cut costs.

The plan has made Air Inter employees fearful that they will lose their jobs to Air France workers.

Air Inter said rapid adaptation to competition had become vital to its survival. Mr. Bernard said he felt his departure was necessary to give the carrier a new start.

He said he hoped his resignation would give "clarity and a sense of reality to those" people stuck on a "utopian or adventurist path." He was apparently referring to employee demands.

Air Inter's board of directors was scheduled to meet on Monday to consider a replacement.

(Bloomberg AP)

# In Kiev, It's Bribe or Bust

By Alessandra Stanley  
New York Times Service

KIEV, Ukraine — When the Kiev city government began building a six-lane highway through the parking lot of a modern, Western-style office complex last month, the South African ambassador to Ukraine, whose embassy is in the building complex, blocked the city's bulldozers with his Mercedes-Benz.

The ambassador, Deon van Schoor, said he was protesting the construction on principle: City officials had ignored diplomatic agreements about embassies' rights to a security zone and, worse, had not bothered to give the building's tenants warning.

But he, like other Westerners working in Kiev, also saw the highway intrusion as business as usual. It was the city's way of taunting Maculian Holding AG, the Austrian real-estate company that manages the building complex. Maculian's talks with the city to develop a larger property nearby have bogged down.

For the small cluster of foreign business people in Kiev, the episode is a stark illustration of the pitfalls in trying to start big investment projects in the former Soviet republic, where analysts say government corruption is rampant and where doing business can mean cutting through a Byzantine maze.

In Ukraine, the economy has been in a free fall since the republic declared its independence from the collapsing Soviet Union in 1991. Under President Leonid Kuchma, elected last July, the government has embarked on a radical program of budget cutting and market pricing, propped up with hundreds of millions of dollars in foreign aid.

Annual inflation, which the government hopes to bring down to 250 percent by the end of 1995, ran in excess of 10,000 percent in 1993. In this environment, bribery is an accepted, if undisclosed, part of business, say Western business people who live and work in Kiev. But many company executives say that paying a bribe to a Kiev official is no guarantee of

success because another can pop up demanding an even larger cut.

"One difference about doing business in Ukraine is that you never know who the real decision-maker is," said Boris Dackiw, a lawyer in the Kiev office of Baker & McKenzie.

Mr. Dackiw said Ukraine's civil laws, particularly in the previously unknown fields of private property and real estate, were confused, contradictory and always unpredictable. "There is no confidence here that the deal you finally make won't be reversed the next day," he said.

Three years ago, Maculian had secured a contract with the previous city government to put up Kiev's first modern hotel-and-business complex, in an abandoned building.

Despite prolonged negotiations with the government elected last year, the project is stalled, the building remains boarded up and Kiev has yet to acquire a modern hotel.

Maculian executives refused to discuss the stalemate. The mayor of Kiev, Leonid G. Kosakivsky, said the city had not demanded more money from Maculian. The disagreement with the company, he said, was due to its failure to meet city building-code rules.

Outsiders were mostly amused by the dispute. "I've never seen a road get built here so fast in all my time in Ukraine," said Philippe Pegonier, the commercial attaché at the French embassy, referring to the highway that sprang up next to the Maculian complex. "The mayor's diligence was pretty impressive."

Meanwhile, the South African ambassador said he was proud that his well-publicized Mercedes-Benz protest had driven an embarrassed Ukrainian government to apologize.

"It was fun," said Mr. van Schoor, of his effort to stave off the city bulldozers. "But the mayor was furious, and he still is."

The mayor, Mr. Kosakivsky, did not disagree. "I would like to know what the mayor of New York City would do if some foreign ambassador tried to stop him from building a new road next to a United Nations mission," he said. "I can predict that he would act no differently than the Mayor of Kiev."

# U.K. Banks Will Trim 3i Holdings

Bloomberg Business News

LONDON — Citing a wish to channel resources into other areas, four founding shareholders in 3i Group PLC, the largest venture-capital company in Europe, said Friday they would sell up to 20 percent of 3i's shares in June.

The sellers are the Bank of England, Lloyds Bank PLC, Barclays PLC and Midland Bank PLC, which together own about 32 percent of 3i.

The sale will take place shortly after June 8, when 3i will release its first annual results, according to a spokesman for the sellers.

Further details of the sale, including how many shares each bank intends to sell, will be announced with the results, according to the spokesman.

He said the shares had been "a very good investment," but that the sellers wished to use the resources in other ways.

"They've all got their different objectives," he said.

Most analysts said the sellers would probably use the proceeds for debt repayment and acquisitions or other expansion.

The selling banks first reduced their holdings last year when 3i went public but had agreed not to sell any more shares before the first year's results were announced.

National Westminster Bank PLC and Bank of Scotland PLC, which own about 20 percent of 3i, said they would not take part in the sale.

Shares in 3i closed Friday at 355 pence, up 1 penny, on the London Stock Exchange.

# Investor's Europe

Exchange	Index	Friday Close	Prev. Close	% Change in Ter-
Amsterdam	EOE	430.02	428.89	+0.26
Brussels	Stock Exchange	7,682.30	7,630.02	+0.69
Frankfurt	DAX	2,096.92	2,078.08	+0.91
Copenhagen	Stock Market	Closed	353.92	-
Helsinki	HEX General	1,822.59	1,802.52	+1.11
Oslo	OBX	394.90	394.90	Unch.
London	FTSE 100	3,319.30	3,317.90	-0.23
Madrid	Stock Exchange	297.49	299.92	-0.81
Milan	MIBTEL	10,499.00	10,481	+0.17
Paris	CAC 40	2,017.27	2,003.62	+0.68
Stockholm	SX 18	1,685.61	1,672.77	+0.78
Vienna	ATX	1,012.19	1,005.56	+0.66
Zurich	SPI	1,794.34	1,768.31	+0.91

Source: Telekurs

International Herald Tribune



Qantas and  
Can Coop  
But Australian  
Gets a New Plan

[illegible][illegible][illegible]

**Way are the  
s Moving?**

**BATE THE TRENDS AT A  
MANAGEMENT CONFERENCE  
ER GRAND IN ZURICH  
17 & 18 - 1995**

**FOR FURTHER INFORMATION  
ON THE CONFERENCE:**  
Brenda Erdmann Hagerty  
International Herald Tribune  
63 Long Acre, London WC2E 9JF  
Tel: (+44 171) 836 4802  
Fax: (+44 171) 836 0717

**Herald Tribune**  
THE NEW YORK TIMES COMPANY

[illegible]

*[The page contains extremely faint, illegible text, likely bleed-through from the reverse side.]*

## Second Take

[illegible][illegible][illegible]

Continued on Page 14

**Dr. Maxwell G. ...**

**Seven million will join him**

Grey, Inc.



## ASIA/PACIFIC

# Qantas and BA Can Cooperate

## But Australia-London Route Gets a New Player: Virgin

Compiled by Our Staff From Dispatches

**SYDNEY** — Australia's antitrust regulator, reversing an earlier decision, said Friday it would allow Qantas Airways Ltd. and British Airways PLC to cooperate on their Australia-London route.

However, the shared passengers, revenue, prices and schedules the airlines sought came at a price: They will face a competition on the route from Virgin Atlantic Airways.

Last November, in a preliminary ruling, the Trade Practices Commission said it would bar the so-called code-sharing plan.

British Airways owns 25 percent of Qantas. The remainder is owned by the Australian government. Virgin is a bitter rival of British Airways; they are involved in legal action over what Virgin alleges was a "dirty tricks campaign" carried out by BA last year.

Virgin's new service, in partnership with Malaysian Airlines, will begin May 22, initially using Malaysian Airlines jets, with both carriers selling seats and providing staff for the services.

Under a 10-year agreement, the airlines will operate two scheduled flights per day from Heathrow Airport in London to Kuala Lumpur, with onward daily flights to Sydney, Melbourne and Adelaide.

Richard Branson, chairman of Virgin Group, said his airline would fly its own jets to Australia "towards the end of 1996."

"We are delighted with the level of co-operation that has been forthcoming from the Australian government," Mr. Branson added.

Transport Minister Laurie Brereton of Australia, who is known for his tough negotiating style, denied a link between the Virgin announcement and the decision on Qantas and British Airways.

But Allan Fels, chairman of the Trade Practices Commission said Mr. Brereton's department had notified the commission ahead of time of the Virgin decision, and it was a factor in the green light given to the British Airways-Qantas plan.

"It's a diminution of the possible anti-competitive effects of this agreement," Mr. Fels said. "The Department of Transport did come forward with a bit of information."

Mr. Brereton said he had asked for further talks with British officials to reach an agreement to guarantee an increase in flights between Britain and Australia.

Qantas and British Airways have said they would save more than 90 million dollars a year if they were allowed to pool profits, prices and schedules on flights connecting Australia, Asia and Europe.

The two airlines currently have the biggest market share on the route between Britain and Australia. (Bloomberg, Reuters)

# China's Dividend Habit Saps Firms

Bloomberg Business News

**SHANGHAI** — Chinese bureaucrats are pressuring slumping public companies to pay them such large dividends that foreign investors say it may hurt growth.

A third of the 34 companies whose stock foreigners can buy on the Shanghai exchange are paying out at least 80 percent of last year's earnings as cash dividends.

"They're putting the interests of the local shareholders ahead of the foreign shareholders," said Tim Groaton, China fund manager at Credit Lyonnais International Asset Management.

State agencies are the majority shareholders, and they have been hard up for cash since China tried to stamp out inflation by making it harder to borrow.

So they are squeezing concerns like Shanghai Phoenix Bicycle Co., Shanghai Forever Bicycle Co., Shanghai Wing-Sung Stationery Co., Shanghai Tire & Rubber Co. and the real estate developer Outer Gaoqiao. These five companies paid out more in dividends than they earned last year.

"State shareholders have total control of our shares and have a big say in board meetings," said Jia Wei of real-estate developer Shanghai Lujiazui Co. "If they demand a cash dividend, we have to pay it."

Shanghai's B-share index has been languishing near record lows recently, but rose more than 1 percent Friday, to 51.81, as enthusiasm in Hong Kong spilled over to China. B-class shares are officially available only to foreign investors.

Lujiazui reported earnings per share of 57 fen (6.9 cents) and paid out 39 fen per share to Chinese investors, but only 9 fen to foreigners. The com-

## Phone Market Opens in July

Compiled by Our Staff From Dispatches

**BEIJING** — China United Telecommunications Corp., China's second telephone network, aims to start operations by July, after 10 months of wrangling over its challenge to the country's phone monopoly.

The company, also called Unicom, will launch mobile-phone networks in Shanghai, Tianjin, Beijing and Guangzhou, on a 700 million yuan (\$84 million) investment, and it hopes to provide ordinary phone services in these cities by the end of the year, a company executive said.

Unicom's launch last July was seen as a punishment for the Ministry of Posts and Telecommunications for failing to keep telephone services in step with China's economic growth.

Analysts said they hoped the start of operations by Unicom, which was set up by the Ministry of Electronics Industry, would herald an open market for foreign companies. "Everyone has pointed to them as the first break, but I'd like to see them actually placing a call," said David Barden, analyst at Baring Securities. "If a Chinese company can't do it, it doesn't bode well for foreign firms."

Unicom is looking overseas to kick start its growth. The mobile networks in Shanghai, Tianjin and Beijing will use German and base stations bought from Siemens AG of Germany, while the fourth network in Guangzhou will use equipment from Motorola Inc.

Foreign shareholders buy these stocks more in hope the prices will appreciate than for dividends. Now, they worry the companies will be left so short of cash that they will not be able to expand.

Foreign shareholders were not pleased, either, when several companies gave them smaller dividends than Chinese shareholders got. Shanghai Post & Telecommunications Co. and Lujiazui did exactly that.

Lujiazui reported earnings per share of 57 fen (6.9 cents) and paid out 39 fen per share to Chinese investors, but only 9 fen to foreigners. The com-

pany said foreign investors only started owning stock late last year and so did not merit as high a dividend.

The Shanghai securities management office, which regulates the exchange, sent out a directive to companies suggesting they pay cash and not shares as dividends.

A spokesman said there had been too many dividends in the form of shares in 1993 and not enough cash paid out. All this comes at a time when Chinese companies are hurting from the same tight credit policies that are pinching the bureaucrats.

Their customers cannot afford to pay them, so the companies are having trouble paying suppliers, a hard-to-break cycle called triangular debt.

Some companies, on the other hand, say they can easily afford to pay. Phoenix Bicycle, for instance, said it had enough money in hand, including earnings retained from 1993, to justify a big dividend.

"Unless we need money for a big joint venture like a motorcycle factory, we have no cash-flow problems," said Zhang Guozhang, the company's secretary.

Paying big dividends may not be all short-sighted, some said. Tire & Rubber, for instance, may have one eye on the future by keeping investors happy and ready to buy more stock when it needs to finance an ambitious expansion.

Perhaps, but some companies may be mortgaging their futures by paying big dividends now.

An example: Shanghai Diesel Engine Co., which paid out 81 percent of its earnings of 53 fen per share as a cash dividend. Meanwhile the company's accounts receivable, or what is owed by its customers, soared to 339 million yuan — one third of its sales.

"The company is wiping out its cash holdings by paying a large dividend it can't afford," said John Pinkel of HG Asia in Shanghai. Mr. Pinkel said Shanghai Diesel would have no choice but to raise money by selling more stock within the next year.

The issue is muddled by differences in Chinese accounting practices and the International Accounting Standards.

## Investor's Asia

Hong Kong Hang Seng	Singapore Straits Times	Tokyo Nikkei 225
19800	2400	20000
2000	2300	19000
3000	2200	18000
4000	2100	17000
5000	2000	16000
6000	1900	15000
7000	1800	14000
8000	1700	13000
9000	1600	12000
10000	1500	11000
11000	1400	10000
12000	1300	9000
13000	1200	8000
14000	1100	7000
15000	1000	6000
16000	900	5000
17000	800	4000
18000	700	3000
19000	600	2000
20000	500	1000
21000	400	0
22000	300	
23000	200	
24000	100	
25000	0	
26000		
27000		
28000		
29000		
30000		
31000		
32000		
33000		
34000		
35000		
36000		
37000		
38000		
39000		
40000		
41000		
42000		
43000		
44000		
45000		
46000		
47000		
48000		
49000		
50000		
51000		
52000		
53000		
54000		
55000		
56000		
57000		
58000		
59000		
60000		
61000		
62000		
63000		
64000		
65000		
66000		
67000		
68000		
69000		
70000		
71000		
72000		
73000		
74000		
75000		
76000		
77000		
78000		
79000		
80000		
81000		
82000		
83000		
84000		
85000		
86000		
87000		
88000		
89000		
90000		
91000		
92000		
93000		
94000		
95000		
96000		
97000		
98000		
99000		
100000		

Source: Reuters International Herald Tribune

## Very briefly:

- China's annual retail-price index for its 35 largest cities rose 15.2 percent in April, compared with 15.5 percent in March, but a broader index of consumer prices in the cities climbed 19.7 percent on the year in April, compared with 19.4 percent in March.
- Daewoo Bank Ltd. and Yasuda Trust & Banking Co. slashed their profit forecasts for the year to March, blaming bad-loan write-offs and lower-than-expected gains from securities dealing.
- Japan's April bank lending fell 0.1 percent year-on-year after holding steady in March, amid sluggish corporate demand for funds.
- Universal Personal Communications Ltd., which is 45 percent owned by Sun Hung Kai & Co., said it would invest 1 billion Hong Kong dollars (\$129.3 million) in a new mobile phone network if it is granted a license in Hong Kong.
- Matsushita Electric Industrial Co. said it planned to invest 2.5 billion yen (\$29.8 million) to manufacture fluorescent lights in China with local partners.

AFP, APX, Reuters, Knight-Ridder

# Seoul Takes Steps to Avoid Becoming Next U.S. Trade Target

Compiled by Our Staff From Dispatches

**SEOUL** — South Korea, concerned about the trade war looming between the United States and Japan, was reported on Friday to be preparing an overhaul of its trade regulations.

Economy and foreign affairs-related ministers convened an emergency meeting and reached a consensus: they expect an escalation of trade pressure from the United States, press reports said. "To speed up the globalization of our trade systems in the new WTO framework, we must make a bold commitment to improve inappropriate rules," Finance Minister Hong Jae Hyung was quoted as saying.

Seoul fears the trade spat with Japan will lead

to increased efforts by Washington to pry open South Korea's automobile market, analysts and officials said Friday.

"Next victim will be South Korea," said Oh Kyn Chang of the state-funded Korea Institute for Industrial Economics and Trade. "The U.S.-Japan dispute may help South Korean carmakers sell more cars in the U.S. in the short term. But Washington will soon step up its drive to open Seoul's market," he said.

Analysts said any rise in South Korean car exports to the United States would be limited because most of these exports were subcompact cars, while Japanese exports threatened by sanctions are of larger sedans.

"If Japanese exports fall due to the car dispute, the U.S. Big Three and European carmakers are expected to fill in," said Song Sang Hoon, an analyst at the Korea Automobile Manufacturers' Association.

Pressured by trading partners, South Korea recently took measures to give foreign automobile manufacturers increased access to its market. Foreign-made cars have accounted for only a tiny fraction of sales in South Korea, Asia's second-largest market after Japan.

Seoul has lowered tariff rates on vehicle imports to 8 percent from 10 percent and relaxed or waived restrictions on advertising and sales outlets for imported cars.

The government said it had also abolished the practice of carrying out tax probes against buyers of foreign cars, although importers say they continue.

Imports of cars more than doubled to 2,203 units in the first four months of this year, from 778 units a year earlier, according to the Trade Ministry. Of the imports, 918 were from the United States, compared with 448 a year ago.

Despite relaxation of tariffs and taxes, foreign diplomats and importers still complain of "invisible" barriers on foreign-car sales including complex testing requirements and the psychological effects of government frugality campaigns.

# Hundreds of persons tried for it.

The special supplement "Baden-Württemberg" was published in the March 2 edition of the International Herald Tribune. This section came with a special offer: a chance to win an all-expenses paid trip to the state located in Southern Germany, long a favorite with the world's tourists. The contest also featured some twenty-four other highly attractive prizes.

Not surprisingly, the response was overwhelming, with the IHT receiving more than 430 entries from 58 countries.

**Dr. Maxwell O. Johnson won it**

Chairman and CEO of Washington's Chenoweth Corporation, Dr. Maxwell O. Johnson will fly to Baden-Württemberg. For seven days, he will



High Tech Porsche 959

travel first-class through the state on Germany's ultra-modern ICE express trains. His accommodation will be first-class at Germany's InterCity Hotels, owned by Mitropa AG. This Berlin-based company's restaurants, markets and rail-borne and land-bound accommodation ensure that travelling in Europe is a pleasure.

In addition to the utmost in comfort and convenience (the hotels are located near main train stations), InterCity hotels feature fully equipped business centers, conference rooms and a wide range of other amenities making them ideal for business travelers.

## Eleven million persons will join him

That's the number of persons visiting Baden-Württemberg in 1995. Like Dr. Johnson, many

of them will attend a performance of the world-acclaimed Stuttgart Ballet, dine at one of the state's gourmet restaurants (forty-three have one star or more — the most in central and northern Europe), and stroll through the storied streets of Freiburg and of Ulm.

"Dr. Johnson's agenda details one key fact about Baden-Württemberg. In this state, unlike in many other parts of the world, the visitor doesn't have to choose among enjoying untrammelled stretches of great natural beauty or communities of highly visible and palpable history or world-class cultural and culinary performances," says Hermann Schaefer, Baden-Württemberg's minister of transport and president of the state's tourist board.

"Rather, the visitor gets them all, in a wonderfully complementary counterpoising," he adds.

## A state of sights...

Sights of great natural beauty: the early morning mist rising from the Lake of Constance (central Europe's largest lake), the waters rolling through the gorges of the Danube, the sun setting on the undulating hills of the Black Forest, the festive hubbub of cruiser and barge traffic on the Rhine and the Neckar, the serenity of the Schwäbisch Alb's patchwork of hill-side farms and woods.

Dispersed throughout this panoply of nature are communities whose very names — Heidelberg, Tübingen and Konstanz — evoke the best in Europe's traditions of civic culture and artistic and intellectual achievement.

This counterpoising of carefully cultivated countryside and congenial communities has been attracting people to the state for a long time, so long, in fact, that tourism is the state's oldest business sector.

## A state with history

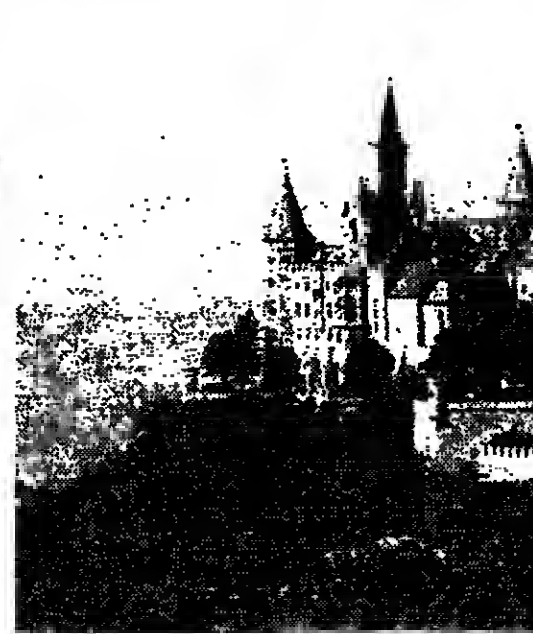
Long before the Black Forest's clock-makers began turning out their cuckoo-laden extravaganzas, and even before farmers began systematically tilling the state's fertile soil, a group of rather unwelcome visitors — the Romans — arrived in what would later be-

come Baden-Württemberg and discovered a geothermal spring.

Around the spring, today's Baden-Baden, the Romans went about building inns, restaurants and amphitheaters — as well as the roads allowing them to easily get to and from their new community, starting traditions still very much alive today.

## State at the center...

Today's "vias" are the state's grids of high-access superhighways and rail lines and its array of modern airports. They put all of Baden-Württemberg within easy traveling time — no matter where in the state or in the world you're coming from.



Baden-Württemberg's Hohenzollern Castle

After having hosted generations of peripatetic Russian novelists and ne'er-do-well aristocrats, today's Baden-Baden, like the rest of the fifty-seven spas in the state, is home to a new breed of visitor — one in pursuit of wellness for the body and stimulation for the mind. And that's precisely what the state has to offer all of its visitors and residents. A salubrious climate and relaxed place of life go hand in hand with a crowded cultural calendar featuring a plenitude of festivals (including Donaueschingen's Festival of New Music) and of festivities.

Today's visitors stay in such establishments as Brenner's Park Hotel, located in Baden-Baden, and with one of the great traditions in luxury accommodation, or at such modern-day counterparts as the newly-opened Copthorne Hotel, part of the Stuttgart International complex.

## State of the art(s)

Now playing at the complex's music hall: "Miss Saigon", recently labeled the "most opulent musical in Germany". Its high-tech, avant-garde staging highlights an important facet of today's Baden-Württemberg: its wholehearted advocacy of the modern and the creative.

Nowhere else in central Europe are there so many headline-making modern structures as in

## State of innovation

The state's creativity also finds expression in the number of patents registered by its innovators every year. Baden-Württemberg leads Europe in this category. Not surprisingly, the state is also the leading exporter among Germany's states. Germany, of course, is the world's second largest exporter, out-exporting Japan (for instance) by 65% on a per capita basis.

In addition to such traditional mainstays as industrial systems, medical devices and PCs, Baden-Württemberg's exports today also include cancer-fighting genes, environmental engineering services and error-eliminating coprocessors. These are products of the state's highly-renowned apparently low-profile institutes of research and its thirty-nine universities and polytechnics. These institutes are so low-profile, in fact, that the millions of tourists visiting Mannheim, Karlsruhe, Heilbronn, Reutlingen and the state's other communities often barely notice them.

"This low profile is quite intentional," says Schaefer. "It's the result of careful planning. Through it, we've managed to become one of the world's major centers of innovative and economic endeavor while retaining our traditional appearance."

"Of course, for the world's business and scientific communities, the state's companies and research institutes are anything but low-profile," he adds.

## For further information on visiting Baden-Württemberg:

Landesfremdenverkehrsverband Baden-Württemberg e.V. Esslinger Strasse 8, D-70182 Stuttgart Tel. (+49-711) 238580 Fax (+49-711) 2385899

## For further information on doing business in Baden-Württemberg:

Ministry of Economic Affairs Mr. Manfred Ginter Theodor-Heuss-Strasse 4, D-70174 Stuttgart Tel. (+49-711) 123-2483 Fax (+49-711) 123-2474



**NASDAQ**

**Friday's 4 p.m.**

The 1,000 most-traded National Market securities in terms of dollar value, updated twice a year.  
The Associated Press.

[illegible]

5-C	
51	25
52	25
53	25
54	25
55	25
56	25
57	25
58	25
59	25
60	25
61	25
62	25
63	25
64	25
65	25
66	25
67	25
68	25
69	25
70	25
71	25
72	25
73	25
74	25
75	25
76	25
77	25
78	25
79	25
80	25
81	25
82	25
83	25
84	25
85	25
86	25
87	25
88	25
89	25
90	25
91	25
92	25
93	25
94	25
95	25
96	25
97	25
98	25
99	25
100	25

[illegible]

		D-E-F			
20	20	DIES	11	11	11
21	21	DIESEL	12	12	12
22	22	DIESEL	13	13	13
23	23	DIESEL	14	14	14
24	24	DIESEL	15	15	15
25	25	DIESEL	16	16	16
26	26	DIESEL	17	17	17
27	27	DIESEL	18	18	18
28	28	DIESEL	19	19	19
29	29	DIESEL	20	20	20
30	30	DIESEL	21	21	21
31	31	DIESEL	22	22	22
32	32	DIESEL	23	23	23
33	33	DIESEL	24	24	24
34	34	DIESEL	25	25	25
35	35	DIESEL	26	26	26
36	36	DIESEL	27	27	27
37	37	DIESEL	28	28	28
38	38	DIESEL	29	29	29
39	39	DIESEL	30	30	30
40	40	DIESEL	31	31	31
41	41	DIESEL	32	32	32
42	42	DIESEL	33	33	33
43	43	DIESEL	34	34	34
44	44	DIESEL	35	35	35
45	45	DIESEL	36	36	36
46	46	DIESEL	37	37	37
47	47	DIESEL	38	38	38
48	48	DIESEL	39	39	39
49	49	DIESEL	40	40	40
50	50	DIESEL	41	41	41
51	51	DIESEL	42	42	42
52	52	DIESEL	43	43	43
53	53	DIESEL	44	44	44
54	54	DIESEL	45	45	45
55	55	DIESEL	46	46	46
56	56	DIESEL	47	47	47
57	57	DIESEL	48	48	48
58	58	DIESEL	49	49	49
59	59	DIESEL	50	50	50
60	60	DIESEL	51	51	51
61	61	DIESEL	52	52	52
62	62	DIESEL	53	53	53
63	63	DIESEL	54	54	54
64	64	DIESEL	55	55	55
65	65	DIESEL	56	56	56
66	66	DIESEL	57	57	57
67	67	DIESEL	58	58	58
68	68	DIESEL	59	59	59
69	69	DIESEL	60	60	60
70	70	DIESEL	61	61	61
71	71	DIESEL	62	62	62
72	72	DIESEL	63	63	63
73	73	DIESEL	64	64	64
74	74	DIESEL	65	65	65
75	75	DIESEL	66	66	66
76	76	DIESEL	67	67	67
77	77	DIESEL	68	68	68
78	78	DIESEL	69	69	69
79	79	DIESEL	70	70	70
80	80	DIESEL	71	71	71
81	81	DIESEL	72	72	72
82	82	DIESEL	73	73	73
83	83	DIESEL	74	74	74
84	84	DIESEL	75	75	75
85	85	DIESEL	76	76	76
86	86	DIESEL	77	77	77
87	87	DIESEL	78	78	78
88	88	DIESEL	79	79	79
89	89	DIESEL	80	80	80
90	90	DIESEL	81	81	81
91	91	DIESEL	82	82	82
92	92	DIESEL	83	83	83
93	93	DIESEL	84	84	84
94	94	DIESEL	85	85	85
95	95	DIESEL	86	86	86
96	96	DIESEL	87	87	87
97	97	DIESEL	88	88	88
98	98	DIESEL	89	89	89
99	99	DIESEL	90	90	90
100	100	DIESEL	91	91	91
101	101	DIESEL	92	92	92
102	102	DIESEL	93	93	93
103	103	DIESEL	94	94	94
104	104	DIESEL	95	95	95
105	105	DIESEL	96	96	96
106	106	DIESEL	97	97	97
107	107	DIESEL	98	98	98
108	108	DIESEL	99	99	99
109	109	DIESEL	100	100	100
110	110	DIESEL	101	101	101
111	111	DIESEL	102	102	102
112	112	DIESEL	103	103	103
113	113	DIESEL	104	104	104
114	114	DIESEL	105	105	105
115	115	DIESEL	106	106	106
116	116	DIESEL	107	107	107
117	117	DIESEL	108	108	108
118	118	DIESEL	109	109	109
119	119	DIESEL	110	110	110
120	120	DIESEL	111	111	111
121	121	DIESEL	112	112	112
122	122	DIESEL	113	113	113
123	123	DIESEL	114	114	114
124	124	DIESEL	115	115	115
125	125	DIESEL	116	116	116
126	126	DIESEL	117	117	117
127	127	DIESEL	118	118	118
128	128	DIESEL	119	119	119
129	129	DIESEL	120	120	120
130	130	DIESEL	121	121	121
131	131	DIESEL	122	122	122
132	132	DIESEL	123	123	123
133	133	DIESEL	124	124	124
134	134	DIESEL	125	125	125
135	135	DIESEL	126	126	126
136	136	DIESEL	127	127	127
137	137	DIESEL	128	128	128
138	138	DIESEL	129	129	129
139	139	DIESEL	130	130	130
140	140	DIESEL	131	131	131
141	141	DIESEL	132	132	132
142	142	DIESEL	133	133	133
143	143	DIESEL	134	134	134
144	144	DIESEL	135	135	135
145	145	DIESEL	136	136	136
146	146	DIESEL	137	137	137
147	147	DIESEL	138	138	138
148	148	DIESEL	139	139	139
149	149	DIESEL	140	140	140
150	150	DIESEL	141	141	141
151	151	DIESEL	142	142	142
152	152	DIESEL	143	143	143
153	153	DIESEL	144	144	144
154	154	DIESEL	145	145	145
155	155	DIESEL	146	146	146
156	156	DIESEL	147	147	147
157	157	DIESEL	148	148	148
158	158	DIESEL	149	149	149
159	159	DIESEL	150	150	150
160	160	DIESEL	151	151	151
161	161	DIESEL	152	152	152
162	162	DIESEL	153	153	153
163	163	DIESEL	154	154	154
164	164	DIESEL	155	155	155
165	165	DIESEL	156	156	156
166	166	DIESEL	157	157	157
167	167	DIESEL	158	158	158
168	168	DIESEL	159	159	159
169	169	DIESEL	160	160	160
170	170	DIESEL	161	161	161
171	171	DIESEL	162	162	162
172	172	DIESEL	163	163	163
173	173	DIESEL	164	164	164
174	174	DIESEL	165	165	165
175	175	DIESEL	166	166	166
176	176	DIESEL	167	167	167
177	177	DIESEL	168	168	168
178	178	DIESEL	169	169	169
179	179	DIESEL	170	170	170
180	180	DIESEL	171	171	171
181	181	DIESEL	172	172	172
182	182	DIESEL	173	173	173
183	183	DIESEL	174	174	174
184	184	DIESEL	175	175	175
185	185	DIESEL	176	176	176
186	186	DIESEL	177	177	177
187	187	DIESEL	178	178	178
188	188	DIESEL	179	179	179
189	189	DIESEL	180	180	180
190	190	DIESEL	181	181	181
191	191	DIESEL	182	182	182
192	192	DIESEL	183	183	183
193	193	DIESEL	184	184	184
194	194	DIESEL	185	185	185
195	195	DIESEL	186	186	186
196	196	DIESEL	187	187	187
197	197	DIESEL	188	188	188
198	198	DIESEL	189	189	189
199	199	DIESEL	190	190	190
200	200	DIESEL	191	191	191
201	201	DIESEL	192	192	192
202	202	DIESEL	193	193	193
203	203	DIESEL	194	194	194
204	204	DIESEL	195	195	195
205	205	DIESEL	196	196	196
206	206	DIESEL	197	197	197
207	207	DIESEL	198	198	198
208	208	DIESEL	199	199	199
209	209	DIESEL	200	200	200
210	210	DIESEL	201	201	201
211	211	DIESEL	202	202	202
212	212	DIESEL	203	203	203
213	213	DIESEL	204	204	204
214	214	DIESEL	205	205	205
215	215	DIESEL	206	206	206
216	216	DIESEL	207	207	207
217	217	DIESEL	208	208	208
218	218	DIESEL	209	209	209
219	219	DIESEL	210	210	210
220	220	DIESEL	211	211	211
221	221	DIESEL	212	212	212
222	222	DIESEL	213	213	213
223	223	DIESEL	214	214	214
224	224	DIESEL	215	215	215
225	225	DIESEL	216	216	216
226	226	DIESEL	217	217	217
227	227	DIESEL	218	218	218
228	228	DIESEL	219	219	219
229	229	DIESEL	220	220	220
230	230	DIESEL	221	221	221
231	231	DIESEL	222	222	222
232	232	DIESEL	223	223	223
233	233	DIESEL	224	224	224
234	234	DIESEL	225	225	225
235	235	DIESEL	226	226	226
236	236	DIESEL	227	227	227
237	237	DIESEL	228	228	228
238	238	DIESEL	229	229	229
239	239	DIESEL	230	230	230
240	240	DIESEL	231	231	231
241	241	DIESEL	232	232	232
242	242	DIESEL	233	233	233
243	243	DIESEL	234	234	234
244	244	DIESEL	235	235	235
245	245	DIESEL	236	236	236
246	246	DIESEL	237	237	237
247	247	DIESEL	238	238	238
248	248	DIESEL	239	239	239
249	249	DIESEL	240	240	240
250	250	DIESEL	241	241	241
251	251	DIESEL	242	242	242
252	252	DIESEL	243	243	243
253	253	DIESEL	244	244	244
254	254	DIESEL	245	245	245
255	255	DIESEL	246	246	246
256	256	DIESEL	247	247	247
257	257	DIESEL	248	248	248
258	258	DIESEL	249	249	249
259	259	DIESEL	250	250	250
260	260	DIESEL	251	251	251
261	261	DIESEL	252	252	252
262	262	DIESEL	253	253	253
263	263	DIESEL	254	254	254
264	264	DIESEL	255	255	255
265	265	DIESEL	256	256	256
266	266	DIESEL	257	257	257
267	267	DIESEL	258	258	258
268	268	DIESEL	259	259	259
269	269	DIESEL	260	260	260
270	270	DIESEL	261</		

Low	Yld	PE	High	Low	Lowest	On %
1	1.00	1.00	1.00	1.00	1.00	1.00
2	1.00	1.00	1.00	1.00	1.00	1.00
3	1.00	1.00	1.00	1.00	1.00	1.00
4	1.00	1.00	1.00	1.00	1.00	1.00
5	1.00	1.00	1.00	1.00	1.00	1.00
6	1.00	1.00	1.00	1.00	1.00	1.00
7	1.00	1.00	1.00	1.00	1.00	1.00
8	1.00	1.00	1.00	1.00	1.00	1.00
9	1.00	1.00	1.00	1.00	1.00	1.00
10	1.00	1.00	1.00	1.00	1.00	1.00
11	1.00	1.00	1.00	1.00	1.00	1.00
12	1.00	1.00	1.00	1.00	1.00	1.00
13	1.00	1.00	1.00	1.00	1.00	1.00
14	1.00	1.00	1.00	1.00	1.00	1.00
15	1.00	1.00	1.00	1.00	1.00	1.00
16	1.00	1.00	1.00	1.00	1.00	1.00
17	1.00	1.00	1.00	1.00	1.00	1.00
18	1.00	1.00	1.00	1.00	1.00	1.00
19	1.00	1.00	1.00	1.00	1.00	1.00
20	1.00	1.00	1.00	1.00	1.00	1.00
21	1.00	1.00	1.00	1.00	1.00	1.00
22	1.00	1.00	1.00	1.00	1.00	1.00
23	1.00	1.00	1.00	1.00	1.00	1.00
24	1.00	1.00	1.00	1.00	1.00	1.00
25	1.00	1.00	1.00	1.00	1.00	1.00
26	1.00	1.00	1.00	1.00	1.00	1.00
27	1.00	1.00	1.00	1.00	1.00	1.00
28	1.00	1.00	1.00	1.00	1.00	1.00
29	1.00	1.00	1.00	1.00	1.00	1.00
30	1.00	1.00	1.00	1.00	1.00	1.00
31	1.00	1.00	1.00	1.00	1.00	1.00
32	1.00	1.00	1.00	1.00	1.00	1.00
33	1.00	1.00	1.00	1.00	1.00	1.00
34	1.00	1.00	1.00	1.00	1.00	1.00
35	1.00	1.00	1.00	1.00	1.00	1.00
36	1.00	1.00	1.00	1.00	1.00	1.00
37	1.00	1.00	1.00	1.00	1.00	1.00
38	1.00	1.00	1.00	1.00	1.00	1.00
39	1.00	1.00	1.00	1.00	1.00	1.00
40	1.00	1.00	1.00	1.00	1.00	1.00
41	1.00	1.00	1.00	1.00	1.00	1.00
42	1.00	1.00	1.00	1.00	1.00	1.00
43	1.00	1.00	1.00	1.00	1.00	1.00
44	1.00	1.00	1.00	1.00	1.00	1.00
45	1.00	1.00	1.00	1.00	1.00	1.00
46	1.00	1.00	1.00	1.00	1.00	1.00
47	1.00	1.00	1.00	1.00	1.00	1.00
48	1.00	1.00	1.00	1.00	1.00	1.00
49	1.00	1.00	1.00	1.00	1.00	1.00
50	1.00	1.00	1.00	1.00	1.00	1.00
51	1.00	1.00	1.00	1.00	1.00	1.00
52	1.00	1.00	1.00	1.00	1.00	1.00
53	1.00	1.00	1.00	1.00	1.00	1.00
54	1.00	1.00	1.00	1.00	1.00	1.00
55	1.00	1.00	1.00	1.00	1.00	1.00
56	1.00	1.00	1.00	1.00	1.00	1.00
57	1.00	1.00	1.00	1.00	1.00	1.00
58	1.00	1.00	1.00	1.00	1.00	1.00
59	1.00	1.00	1.00	1.00	1.00	1.00
60	1.00	1.00	1.00	1.00	1.00	1.00
61	1.00	1.00	1.00	1.00	1.00	1.00

[illegible][illegible][illegible][illegible][illegible]

T-33-V	
1.0	1.00
1.2	1.20
1.4	1.40
1.6	1.60
1.8	1.80
2.0	2.00
2.2	2.20
2.4	2.40
2.6	2.60
2.8	2.80
3.0	3.00
3.2	3.20
3.4	3.40
3.6	3.60
3.8	3.80
4.0	4.00
4.2	4.20
4.4	4.40
4.6	4.60
4.8	4.80
5.0	5.00
5.2	5.20
5.4	5.40
5.6	5.60
5.8	5.80
6.0	6.00
6.2	6.20
6.4	6.40
6.6	6.60
6.8	6.80
7.0	7.00
7.2	7.20
7.4	7.40
7.6	7.60
7.8	7.80
8.0	8.00
8.2	8.20
8.4	8.40
8.6	8.60
8.8	8.80
9.0	9.00
9.2	9.20
9.4	9.40
9.6	9.60
9.8	9.80
10.0	10.00

[illegible]**NYSE**

**Friday's 4 p.m. Close**  
(Continued)

[illegible][illegible]

Month	Year	Day	Yd	Pd	100s	High	Low	Low	Low	Ch	Ch
1	1900	1	1	1	1	1	1	1	1	1	1
2	1900	2	2	2	2	2	2	2	2	2	2
3	1900	3	3	3	3	3	3	3	3	3	3
4	1900	4	4	4	4	4	4	4	4	4	4
5	1900	5	5	5	5	5	5	5	5	5	5
6	1900	6	6	6	6	6	6	6	6	6	6
7	1900	7	7	7	7	7	7	7	7	7	7
8	1900	8	8	8	8	8	8	8	8	8	8
9	1900	9	9	9	9	9	9	9	9	9	9
10	1900	10	10	10	10	10	10	10	10	10	10
11	1900	11	11	11	11	11	11	11	11	11	11
12	1900	12	12	12	12	12	12	12	12	12	12
1	1901	1	1	1	1	1	1	1	1	1	1
2	1901	2	2	2	2	2	2	2	2	2	2
3	1901	3	3	3	3	3	3	3	3	3	3
4	1901	4	4	4	4	4	4	4	4	4	4
5	1901	5	5	5	5	5	5	5	5	5	5
6	1901	6	6	6	6	6	6	6	6	6	6
7	1901	7	7	7	7	7	7	7	7	7	7
8	1901	8	8	8	8	8	8	8	8	8	8
9	1901	9	9	9	9	9	9	9	9	9	9
10	1901	10	10	10	10	10	10	10	10	10	10
11	1901	11	11	11	11	11	11	11	11	11	11
12	1901	12	12	12	12	12	12	12	12	12	12
1	1902	1	1	1	1	1	1	1	1	1	1
2	1902	2	2	2	2	2	2	2	2	2	2
3	1902	3	3	3	3	3	3	3	3	3	3
4	1902	4	4	4	4	4	4	4	4	4	4
5	1902	5	5	5	5	5	5	5	5	5	5
6	1902	6	6	6	6	6	6	6	6	6	6
7	1902	7	7	7	7	7	7	7	7	7	7
8	1902	8	8	8	8	8	8	8	8	8	8
9	1902	9	9	9	9	9	9	9	9	9	9
10	1902	10	10	10	10	10	10	10	10	10	10
11	1902	11	11	11	11	11	11	11	11	11	11
12	1902	12	12	12	12	12	12	12	12	12	12
1	1903	1	1	1	1	1	1	1	1	1	1
2	1903	2	2	2	2	2	2	2	2	2	2
3	1903	3	3	3	3	3	3	3	3	3	3
4	1903	4	4	4	4	4	4	4	4	4	4
5	1903	5	5	5	5	5	5	5	5	5	5
6	1903	6	6	6	6	6	6	6	6	6	6
7	1903	7	7	7	7	7	7	7	7	7	7
8	1903	8	8	8	8	8	8	8	8	8	8
9	1903	9	9	9	9	9	9	9	9	9	9
10	1903	10	10	10	10	10	10	10	10	10	10
11	1903	11	11	11	11	11	11	11	11	11	11
12	1903	12	12	12	12	12	12	12	12	12	12
1	1904	1	1	1	1	1	1	1	1	1	1
2	1904	2	2	2	2	2	2	2	2	2	2
3	1904	3	3	3	3	3	3	3	3	3	3
4	1904	4	4	4	4	4	4	4	4	4	4
5	1904	5	5	5	5	5	5	5	5	5	5
6	1904	6	6	6	6	6	6	6	6	6	6
7	1904	7	7	7	7	7	7	7	7	7	7
8	1904	8	8	8	8	8	8	8	8	8	8
9	1904	9	9	9	9	9	9	9	9	9	9
10	1904	10	10	10	10	10	10	10	10	10	10
11	1904	11	11	11	11	11	11	11	11	11	11
12	1904	12	12	12	12	12	12	12	12	12	12
1	1905	1	1	1	1	1	1	1	1	1	1
2	1905	2	2	2	2	2	2	2	2	2	2
3	1905	3	3	3	3	3	3	3	3	3	3
4	1905	4	4	4	4	4	4	4	4	4	4
5	1905	5	5	5	5	5	5	5	5	5	5
6	1905	6	6	6	6	6	6	6	6	6	6
7	1905	7	7	7	7	7	7	7	7	7	7
8	1905	8	8	8	8	8	8	8	8	8	8
9	1905	9	9	9	9	9	9	9	9	9	9
10	1905	10	10	10	10	10	10	10	10	10	10
11	1905	11	11	11	11	11	11	11	11	11	11
12	1905	12	12	12	12	12	12	12	12	12	12
1	1906	1	1	1	1	1	1	1	1	1	1
2	1906	2	2	2	2	2	2	2	2	2	2
3	1906	3	3	3	3	3	3	3	3	3	3
4	1906	4	4	4	4	4	4	4	4	4	4
5	1906	5	5	5	5	5	5	5	5	5	5
6	1906	6	6	6	6	6	6	6	6	6	6
7	1906	7	7	7	7	7	7	7	7	7	7
8	1906	8	8	8	8	8	8	8	8	8	8
9	1906	9	9	9	9	9	9	9	9	9	9
10	1906	10	10	10	10	10	10	10	10	10	10
11	1906	11	11	11	11	11	11	11	11	11	11
12	1906	12	12	12	12	12	12	12	12	12	12
1	1907	1	1	1	1	1	1	1	1	1	1
2	1907	2	2	2	2	2	2	2	2	2	2
3	1907	3	3	3	3	3	3	3	3	3	3
4	1907	4	4	4	4	4	4	4	4	4	4
5	1907	5	5	5	5	5	5	5	5	5	5
6	1907	6	6	6	6	6	6	6	6	6	6
7	1907	7	7	7	7	7	7	7	7	7	7
8	1907	8	8	8	8	8	8	8	8	8	8
9	1907	9	9	9	9	9	9	9	9	9	9
10	1907	10	10	10	10	10	10	10	10	10	10
11	1907	11	11	11	11	11	11	11	11	11	11
12	1907	12	12	12	12	12	12	12	12	12	12
1	1908	1	1	1	1	1	1	1	1	1	1
2	1908	2	2	2	2	2	2	2	2	2	2
3	1908	3	3	3	3	3	3	3	3	3	3
4	1908	4	4	4	4	4	4	4	4	4	4
5	1908	5	5	5	5	5	5	5	5	5	5
6	1908	6	6	6	6	6	6	6	6	6	6
7	1908	7	7	7	7	7	7	7	7	7	7
8	1908	8	8	8	8	8	8	8	8	8	8
9	1908	9	9	9	9	9	9	9	9	9	9
10	1908	10	10	10	10	10	10	10	10	10	10
11	1908	11	11	11	11	11	11	11	11	11	11
12	1908	12	12	12	12	12	12	12	12	12	12
1	1909	1	1	1	1	1	1	1	1	1	1
2	1909	2	2	2	2	2	2	2	2	2	2
3	1909	3	3	3	3	3	3	3	3	3	3
4	1909	4	4	4	4	4	4	4	4	4	4
5	1909	5	5	5	5	5	5	5	5	5	5
6	1909	6	6	6	6	6	6	6	6	6	6
7	1909	7	7	7	7	7	7	7	7	7	7
8	1909	8	8	8	8	8	8	8	8	8	8
9	1909	9	9	9	9	9	9	9	9	9	9
10	1909	10	10	10	10	10	10	10	10	10	10
11	1909	11	11	11	11	11	11	11	11	11	11
12	1909	12	12	12	12	12	12	12	12	12	12
1	1910	1	1	1	1	1	1	1	1	1	1
2	1910	2	2	2	2	2	2	2	2	2	2
3	1910	3	3	3	3	3	3	3	3	3	3
4	1910	4	4	4	4	4	4	4	4	4	4
5	1910	5	5	5	5	5	5	5	5	5	5
6	1910	6	6	6	6	6	6	6	6	6	6
7	1910	7	7	7	7	7	7	7	7	7	7
8	1910	8	8	8	8	8	8	8	8	8	8
9	1910	9	9	9	9	9	9	9	9	9	9
10	1910	10	10	10	10	10	10	10	10	10	10
11	1910	11	11	11	11	11	11	11	11	11	11
12	1910	12	12	12	12	12	12	12	12	12	12
1	1911	1	1	1	1	1	1	1	1	1	1
2	1911	2	2	2	2	2	2	2	2	2	2
3	1911	3	3	3	3	3	3	3	3	3	3
4	1911	4	4	4	4	4	4	4	4	4	4
5	1911	5	5	5	5	5	5	5	5	5	5
6	1911	6	6	6	6	6	6	6	6	6	6
7	1911	7	7	7	7	7	7	7	7	7	7
8	1911	8	8	8	8	8	8	8	8	8	8
9	1911	9	9	9	9	9	9	9	9	9	9
10	1911	10	10	10	10	10	10	10	10	10	10
11	1911	11	11	11	11	11	11	11	11	11	11
12	1911	12	12	12	12	12	12	12	12	12	12
1	1912	1	1	1	1	1	1	1	1	1	1
2	1912	2	2	2	2	2	2	2	2	2	2
3	1912	3	3	3	3	3	3	3	3	3	3
4	1912	4	4	4	4	4	4	4	4	4	4
5	1912	5	5	5	5	5	5	5	5	5	5
6	1912	6	6	6	6	6	6	6	6	6	6
7	1912	7	7	7	7	7	7	7			

Stock	Dr	YH	PE	100	Price	Lot	Cost
Aluminum Co. of America	100				100	100	100
Am. Can. Co.	100				100	100	100
Am. Oil & Gas	100				100	100	100
Am. Paper Co.	100				100	100	100
Am. Tel. & Tel.	100				100	100	100
Am. Tobacco Co.	100				100	100	100
Am. Water Works	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100				100	100	100
Am. Tin Co.	100				100	100	100
Am. Lead Co.	100				100	100	100
Am. Zinc & Lead	100				100	100	100
Am. Iron Works	100				100	100	100
Am. Steel Co.	100				100	100	100
Am. Copper Co.	100				100	100	100
Am. Nickel Co.	100			</			

[illegible]

*[The page contains dense handwritten Burmese script, which is mostly illegible due to blurring and bleed-through from the reverse side.]*

## A Random Walk Down Cyberspace

## An Invest

## Direct Ba

مكتبة ابن بطوطة



THE  
REPORT

FIRST COLUMN

## A Random Walk Down Cyberspace

One reliable, but not infallible, guide to the newsworthiness of an industry is whether or not you can invest in it. The general rule is, if the owners of the companies are prepared to accept the public's money, the story is probably none too hot. After all, by the time Apple Computer and McDonalds came to the market, their products were well-established and widely known.

At present, there are relatively few companies that have come to the market touting themselves as providers of services for the "new" age of computer investing (you can ignore those quotations marks if you believe that computers are really going to be able to take away the element of guesswork that is present in all investing, however sophisticated).

As yet, the benefits and the dangers of cyberinvesting have only just begun to be explored. What will happen if large-scale electronic investment really takes off? Will we see the market instinct across the web? Massive flows of capital across screens sited, not in foreign exchange dealing rooms, but next to microwaves, refrigerators and sports pennants in kitchens, dens and wine cellars around the world? The idea of a microcurrency and share exchange, perhaps even more feeble than the gigantic headless chicken that dominates today's currency markets, is fun—but scary.

M.B.

## Quantitative Management: Building a Portfolio by the Numbers

By Digby Lamer

INVESTMENT managers often work in mysterious ways, mixing logic, instinct and experience to arrive at a choice of stocks they feel has good growth potential.

But in today's fast-moving, global investment market, a growing number of managers believe this is no longer enough and are turning to quantitative techniques driven by computer programs as a way of staying one step ahead of the competition.

While some quantitative funds choose stocks by running them through strange-sounding computer models such as neural systems and fuzzy logic, others are stunningly simple.

Index tracking funds are about as basic as quantitative investment gets. The manager buys all the shares of a particular index and weights the fund so that it effectively becomes a mini-version of the index itself. In theory, this means the fund should never underperform its benchmark index. In practice, managers allow for a small percentage tracking error either up or down.

Karen Jones, director of marketing with HSBC Asset Management in London, says index tracking funds are mainly popular with risk-averse investors and are often used by pension funds aiming at steady long-term growth. "They effectively cut out the downside so you know you'll do no worse than the index," she says. "Unfortunately, that means you won't do any better, either."

For most active managers, the idea of not at least trying to beat the index is anathema. Managers of index funds counter this by pointing out that the majority of active fund managers fare much worse than they do. Some estimates put the number of managers who underperform their benchmark index as high as 70 percent. That may be why, as Ms. Jones says, many investors "stick about 75 percent of their portfolio in

index tracking funds and buy more speculative investments with the rest."

A more serious disadvantage facing tracking funds is that not all indexes are easily replicated. Managers investing in international markets, for example, may find that certain shares are restricted to local investors or are simply not available in the quantities they need.

It can also be hard for the managers of index funds to get hold of the number of shares they need if a major new share issue hits the market, especially after a large-scale privatization.

To get around this, some index trackers only partially replicate their benchmark index. Not only is this more complicated, it can lead to a higher tracking error.

While indexation appeals mainly to conservative investors, an increasing number of managers are using quantitative techniques to maximize returns.

Brad Lewis, a fund manager with Fidelity Investments in the United States, manages over \$3 billion across four quant funds. The biggest, Fidelity Disciplined Equity, holds nearly \$1.5 billion and has outperformed the Standard & Poor's 500 index every year since it was launched seven years ago—a track record most mutual fund managers only dream about.

Mr. Lewis filters details from thousands of stocks through several different computer models before arriving at a buy-list of those offering the best growth potential. Such factors as price/earnings ratios, cash flow analysis, projected earnings and volatility all form part of the method he uses.

Despite having served Fidelity well since 1988, Mr. Lewis's system has underperformed the S&P 500 this year, says Robyn Tice, a Fidelity spokeswoman. For the year to date, Disciplined Equity has grown 8.58 percent while the S&P has put on 12.9 percent.

However, she doubts that Mr. Lewis will be particularly worried by the fund's current performance. "It's much more im-

Page 17  
The computer advantage?  
On-line investment tips  
Security on the net  
Mutual funds via machines

portant to focus on the long term," she says. "Four months really isn't a big enough snapshot to give an idea of how the fund will perform over the whole year. It may mean that Brad Lewis decides to use a different range of computer models, but that is something he is always adjusting in any case."

The need to be flexible when using quantitative methods is echoed by Louis Navellier, a fund manager based in Lake Tahoe, Nevada. "What the markets emphasize is constantly changing, so you have to be ready to adapt," he says.

One of the best examples of this, he adds, is that cash flow is considered less important now than it was in the 1980s. "Back then you had a lot of merger and acquisitions activity and corporations with good cash flow were the ones most likely to expand. In the United States we no longer have that level of takeovers, so cash-flow analysis is almost useless."

Mr. Navellier now feels a range of factors, such as projected price/earnings ratios, profit margin expansion and sales growth, are better indicators of how well a stock may perform in the future.

In the end, all we are doing with these computer models is stacking the odds in our favor," he said. "The markets are getting faster and faster, so we need to develop techniques that help us stay on top of what's happening."

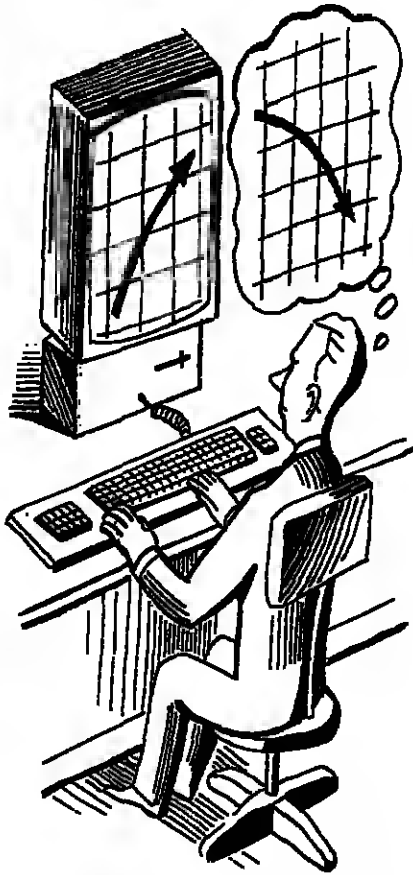
Even managers who still use mainly traditional stock-picking methods are beginning to appreciate the potential of having at least some degree of quantitative analysis.

### Selected U.S. Quant Fund Performance

Year-to-date and one-year total returns through April 30, 1995 (%)

Fund name	Investment Objective	YTD	1 year
Calvert Strategic Grth A	Aggr Grth	-3.23	NA
Calvert Strategic Grth C	Aggr Grth	-3.59	NA
Connecticut Mutual Grth	Grth	11.82	13.36
Fidelity Disciplined Equity	Grth	8.58	10.33
Fidelity Small Cap Stock	Small Co.	4.50	3.02
Fidelity Stock Selector	Grth	10.39	8.52
Gradeson McDonald Val	Grth	11.13	12.38
Quant. Forgn Frnt Ord	Foreign	-9.56	NA
Quant. Grth & Inc Int	Grth-Inc	9.35	13.26
Quant. Grth & Inc Ord	Grth-Inc	11.41	14.96
Quant. Intl. Eqty Ord	Foreign	2.35	-1.10
Quant. Numeric Instl	Small Co.	7.34	10.41
Quant. Numeric Ord	Small Co.	7.24	9.65
Rydex Ursl	Aggr Grth	-9.03	-9.19
Vanguard Intl Eqty Europe	Europe	9.78	8.90
Vanguard Quantstrat	Grth-Inc	12.08	15.00
Vanguard Trustee Eqty	Foreign	4.19	3.50
Zweig Appreciation A	Small Co.	4.76	1.48
Zweig Appreciation C	Small Co.	4.54	0.81
Zweig Gov Secs A	Gvt General	3.23	2.78
Zweig Gov Secs C	Gvt General	3.06	2.42
Zweig Managed Assets A	Asset Alloc	6.72	5.39
Zweig Managed Assets C	Asset Alloc	6.50	4.72
Zweig Strategy A	Grth	8.21	7.18
Zweig Strategy C	Grth	7.92	6.04
S&P 500		12.95	17.44

Source: Morningstar



David Sencer/IST

Ed Rosengarten, a marketing manager with fund manager M&G Group Ltd. in London, says that although M&G does not yet use quantitative management, it is considering doing so.

But he adds that even if M&G did adopt quantitative management, it would still rely on the expertise of its seasoned stock pickers in making a final selection.

"Our own belief is that we can add value to stocks by selecting qualitatively rather than quantitatively," he says. "It's something our reputation is built on so we'd be crazy to switch to some other method. You should never forget that a stock is not just a stock. It's a company, and not everything affecting a company's performance can be fed into a computer."

## An Investor Test-Drives the Internet

By Ann Brocklehurst

THE Internet, territory once explored by the computer super-literate alone, is now being visited by an estimated one million new techno-tourists every month. "The net," as it is known, is constant fodder for newspaper articles, television shows and cocktail party chat. The overwhelming message is that if you're not one of the 30 million already on it, you're out of it.

The conventional wisdom, however, is that the Internet—which combines the computer networks of academic, military, government and businesses from more than 40 other countries—is too tough for a beginner to tackle alone. The New World Wide Web technology has made getting around much easier, but the best solution is still a human guide.

Commercial on-line services, which provide their own products as well as access to some parts of the Internet, are usually recommended for neophytes. Basic fees for the major services, such as CompuServe and America Online, are about \$10 a month, but there are separate charges for many of the most popular and desirable products, and these can add up quickly.

Local providers can give cheaper and greater access to the Internet for a flat fee, with the main drawbacks being less back-up help available and phone lines that are often busy.

The main problem with cyberspace is that

there are very few good maps, indexes and directories. Going on-line for the first time is like being in a giant library that doesn't have a card catalogue. You know the information you want is out there somewhere, but you don't have a clue how to find it.

Computer enthusiasts are usually happy to spend hours, days and weeks exploring the net, but most users find this a frustrating waste of time. In many cases it is still quicker to do things the old-fashioned way, simply by picking up the phone or sending a fax.

After considering the on-line options, I eventually chose CompuServe on the recommendation of a friend. I could also have joined America Online, which recently gave away copies of its software disk with BusinessWeek magazine. It would certainly have been a quicker way to go than CompuServe, which took several weeks to send the necessary software.

CompuServe, which has some two million members worldwide, is available in much of Asia and Europe with no-charge phone lines in cities such as London, Berlin, Paris and Hong Kong. Its Information Manager software comes in French and German in Windows- and Macintosh-compatible versions.

CompuServe offers financial services such as current stock quotes (delayed by 15 minutes), company snapshots and Fund-Watch Online by Money Magazine. Discount brokers like Quick & Reilly are in business on-line, and there is an Investors Forum where bankers, brokers and traders give advice to financial novices.

### Competition Online

U.S. subscribers (millions) and latest monthly gain in subscriptions

CompuServe	1.82	+20,000
America Online	1.32	+120,000
Delphi	0.16	no change
Excite	0.05	no change
Imaginet	0.041	no change
Network	0.035	+5,000

Source: Jupiter Communications \*Estimates

Essentially, the thousands of services available can be divided into data bases or discussion groups. Learning to use both is largely a process of trial and error.

For example, when I tried to access "newspaper archives," I could not find anything more than the sketchiest of instructions either on-line or in CompuServe's brochures. I contacted on-line customer service, which is supposed to answer questions within two days, and got the following reply: "While we strive to answer all of our members' feedback messages within 48 hours, during periods when we receive a very high volume of messages, we are not always able to reach that goal."

Five days later, I was still waiting.

### New Hedge Funds Promise Star Quality

The Momentum Group, a London-based fund group, has launched six new funds that offer investors the chance to have assets managed by some of the better-known names in the hedge fund industry, including George Soros, Julian Robertson and Michael Steinhardt.

Michael Goldman, managing director of Momentum Group, adds that investors can "use the range of funds to structure a portfolio to create an optimal asset allocation mix in terms of returns, volatility, diversification or concentration."

The new funds are part of an eight-component "umbrella" fund. Minimum investment is \$25,000, with an initial charge of 5 percent.

For more information, call Momentum Group in London at (44-171) 581-5841.

Michael Goldman, managing director of Momentum Group, adds that investors can "use the range of funds to structure a portfolio to create an optimal asset allocation mix in terms of returns, volatility, diversification or concentration."

Six-year-old Algorithmics offers both technology and advice. But its clients, which include financial institutions in the United States, France, Mexico, Brazil and Australia, are overwhelmingly attracted by its Riskwatch software.

To enable it to propose risk-management strategies, Algorithmics submits portfolios to a "stress test" to determine how they will perform under various hypothetical and extreme conditions. It incorporates the judgments of users in developing the hypothetical scenarios and constructs a hedge or series of hedges to allow clients to manage risk.

Unlike most traditional hedging techniques, which assume markets are continuous and which focus on instantaneous market movements, the Algorithmics theory is based on discrete events. "It protects against any 20 percent drop in the market without any trading and balancing," said Mr. Dembo. He noted that, for this reason, it performs extremely well in jumpy emerging markets and has proved successful in Brazil, where interest rates can change by as much as 7 percent in a day.

The financial instruments covered by Riskwatch include bonds, stocks, currencies, money market instruments, cash commodities, swaps, and derivatives.

Mr. Dembo is critical of the way banks currently manage risk, calling their tactics "ad hoc and defensive."

"There isn't a sense of how risk affects return in a direct way," he said, adding that after the Mexican devaluation crisis, few institutions were willing to maintain a certain level of investment in Mexico or to manage it differently. "The real essence of risk management," he added, "is not cutting risk but understanding risks and returns."

Companies setting up risk management programs need to decide how much risk they are willing to assume. In the same way that the buyer of an auto insurance policy must decide whether a lower deductible is worth paying a higher premium, Mr. Dembo said banks also had to decide how much risk protection they were prepared to pay for.

But some analysts are skeptical of using just one program to limit risk. They argue that the best way of controlling risk is to spread money amongst a variety of assets and managers.

"The problem with using one program, however clever it may seem, is that it is just one program," said one Paris-based fund manager. "If you really want to limit risk, the essence of the idea is to try different assets—such as bonds, gold and shares in various countries' markets—and different styles of asset management. You don't need to be a rocket scientist to be well protected against risk."

Perhaps the main benefit of using one program is that investors can easily diminish or increase risk as a way to help boost returns. Provided, of course, that the one program really works.

A.B.

## Direct Banking: Bypassing the Branch

By Aline Sullivan

DIRECT banking, by phone or personal computer, is rapidly replacing visits to the local bank branch.

American consumers are among the most keen. More than 15 percent of the banking market is already served by telephone. Citibank, a unit of giant Citicorp of the United States, offers a financial management program accessible 24 hours a day, seven days a week. It includes the basics—paying bills, checking account balances and transferring funds between accounts—and enables customers to stop payment on checks, buy and sell shares and review the current value of investment transactions. But, like virtually all other direct banking

services, it does not enable customers to deposit funds or withdraw cash.

"No bank has yet come up with a fool-proof way to collect deposits," said Norrie Morrison, bank analyst at stockbrokers Kleinwort Benson Securities in London. "Until this problem is solved, most people will already have chosen their bank by the time they get their first job. And then it is very hard to convince them to move."

Rather than confront this obstacle, most European banks have so far confined their direct banking operations to providing facilities that complement their existing branch services.

French consumers, for example, can access their bank accounts through the Minitel telephone screen service. Credit Lyonnais, a major French bank, charges customers between 28 francs and 35 francs

(\$5.75 and \$7.20) per call. The service is extremely popular. The bank says it receives more than 1.4 million calls a month, an average of six per customer.

But while Credit Lyonnais, like most other French banks, does not yet allow customers to use the service to arrange payments to third parties, paying bills is one of the most popular services at First Direct, a division of Midland Bank PLC of Britain, which authorizes about 4,500 payments every day.

And this month the Royal Bank of Scotland launched a round-the-clock telephone service for its offshore clients. "It makes sense for customers living overseas, in whatever time zone, to be able to make personal contact with their bank whenever it is convenient for them," says Peter Stunneff, head of offshore banking.

## To celebrate 30 years of investment success, Rolinco has decided to give you more money.

### ROLINCO ANNIVERSARY



YEARS 1965-1995

Rolinco NV is a Robeco Group company which invests in equities of growth companies in growth markets around the world.

It aims to achieve capital growth in the longer term; and for the past 30 years has achieved consistent success. It's now even more attractive.

To celebrate Rolinco's 30th anniversary, all new investments in Rolinco through Robeco Bank will be free of all commission and brokerage for 60 days from 1 May 1995.

To date, assets under management exceed US\$3.1 billion. US\$10,000 invested in Rolinco 30 years ago would today be worth US\$265,000.

An average annual return of 11.8%. (Over the past 10 years, Rolinco has achieved an impressive 15.6% per annum.)

The best way to take advantage of Rolinco's success and to benefit from the special offer is to open a Personal Investment Account with Robeco Bank. It gives you access to a wealth of investment expertise and to a reliable, confidential personal service.

To invest in Rolinco NV and to take advantage of our special anniversary offer, fill in the coupon. Or call us in Geneva on (41) 22-939 0139, or fax us on (41) 22-341 1392; or send us your business card.

To: The Manager, Robeco Bank (Switzerland) S.A., 16 chemin des Coquelicots, Case Postale 114, CH-1215 Geneva 15, Switzerland.

☐ I would like to take advantage of the Rolinco NV 30th Anniversary offer. Please send me an account opening package.

☐ Please send me more information about managed investments from Robeco Bank.

Mr/Mrs/Miss/Ms (Delete as appropriate) Surname and initials

Age Profession

Street Postcode

Town Telephone

Country Telephone

ROBECO BANK

LUXEMBOURG SWITZERLAND



















